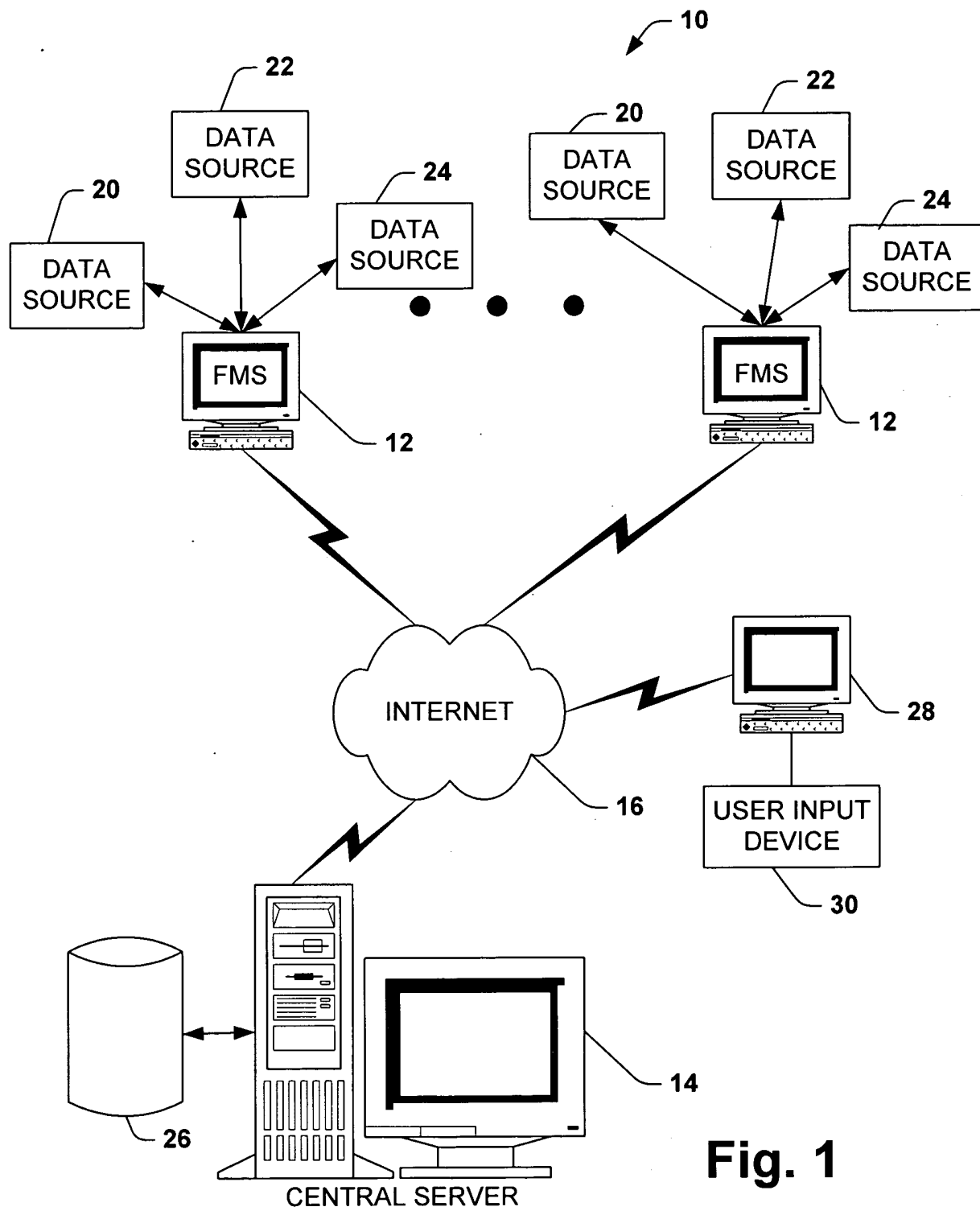
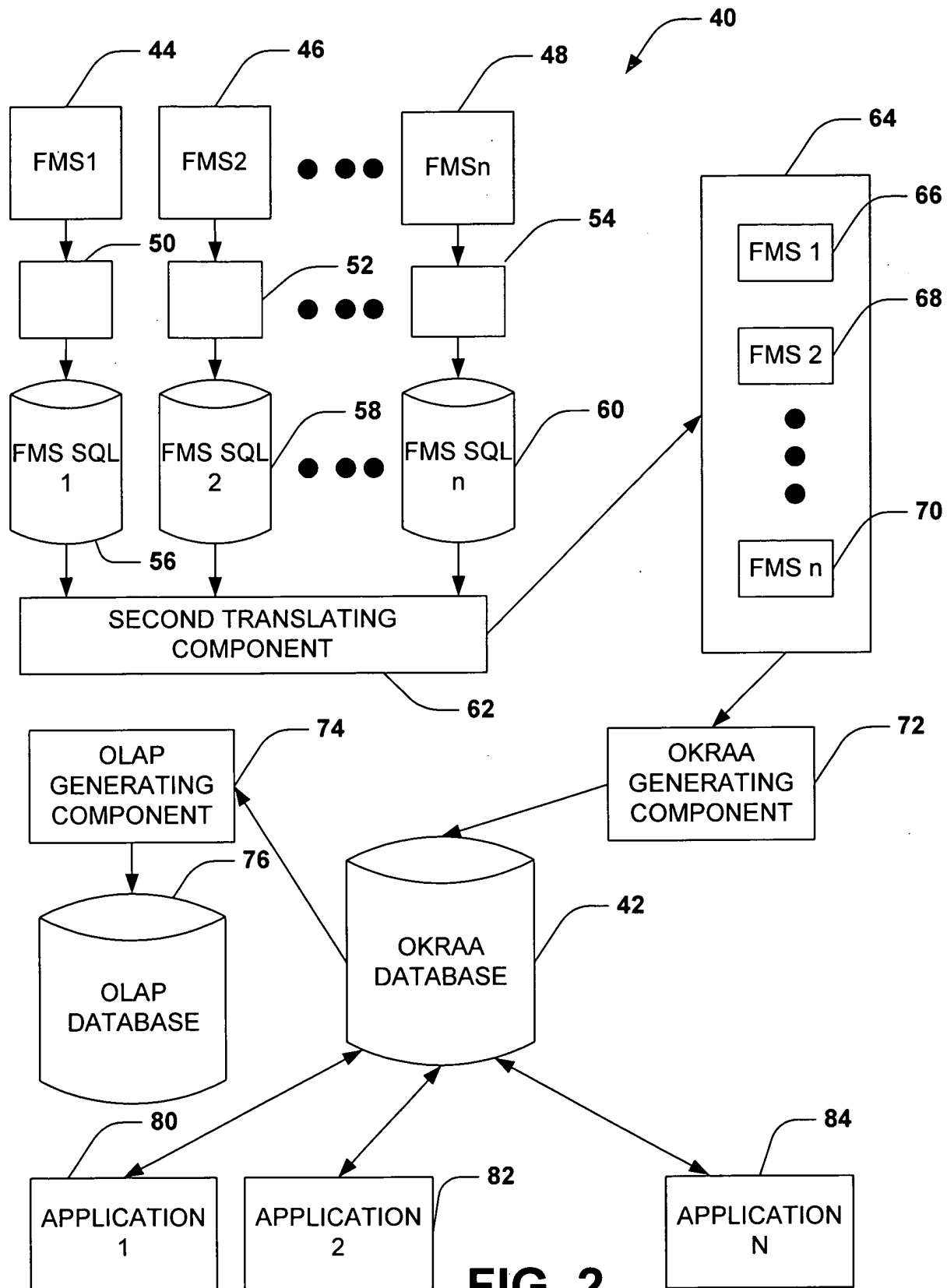


005030" E24E9610





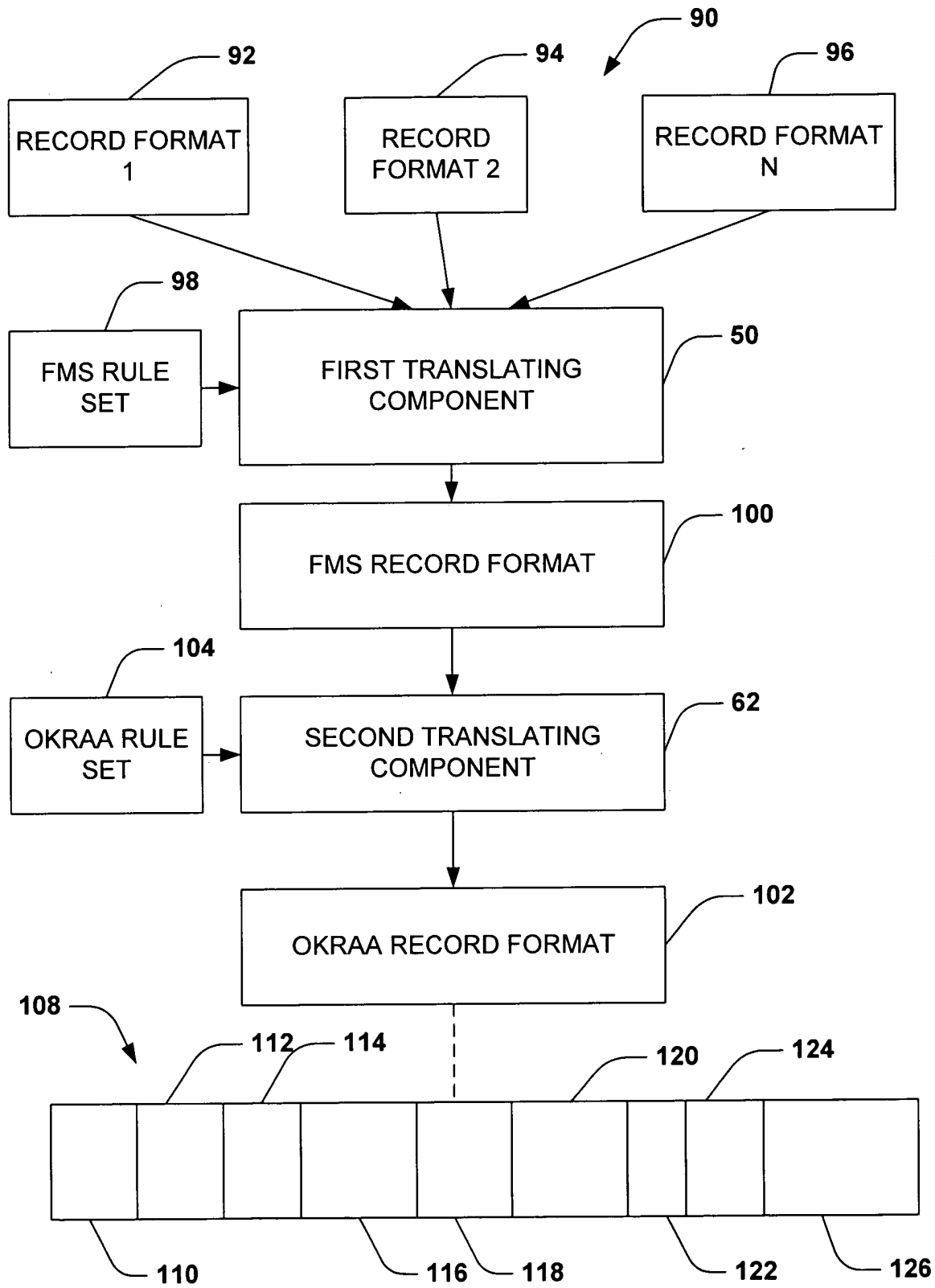


Fig. 3

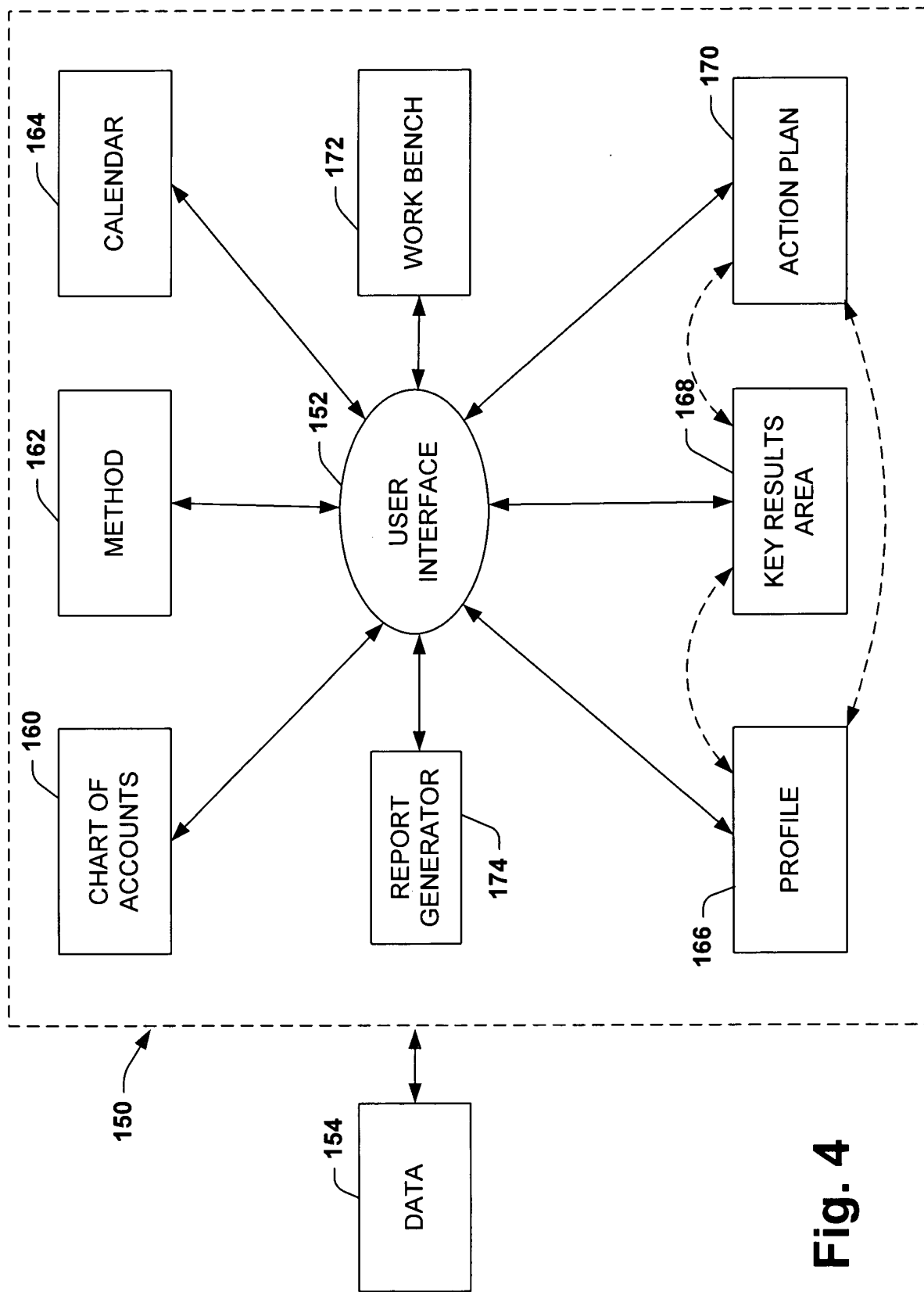


Fig. 4

228

	244	246	248	250	252	254
	Attribute Name	Type	Size	Reference	Key?	Description
230	COA_ID	Integer	1		Primary	
232	COA_COL1	varchar	25			
	COA_COL2	varchar	25			
	COA_COL3	varchar	25			
	COA_COL4	varchar	25			
	COA_COL5	varchar	25			
	COA_COL6	varchar	25			
	COA_COL7	varchar	25			
	COA_COL8	varchar	25			
	COA_COL9	varchar	25			
	COA_COL10	varchar	25			
	Description	varchar	255			
234	COA_CONCAT_VAL	varchar	260			
	Status	Bit				
236	Created_By	Integer				
238	Created_On	Datetime				
240	Updated_By	Integer				
242	Updated_On	Datetime				

FIG. 5

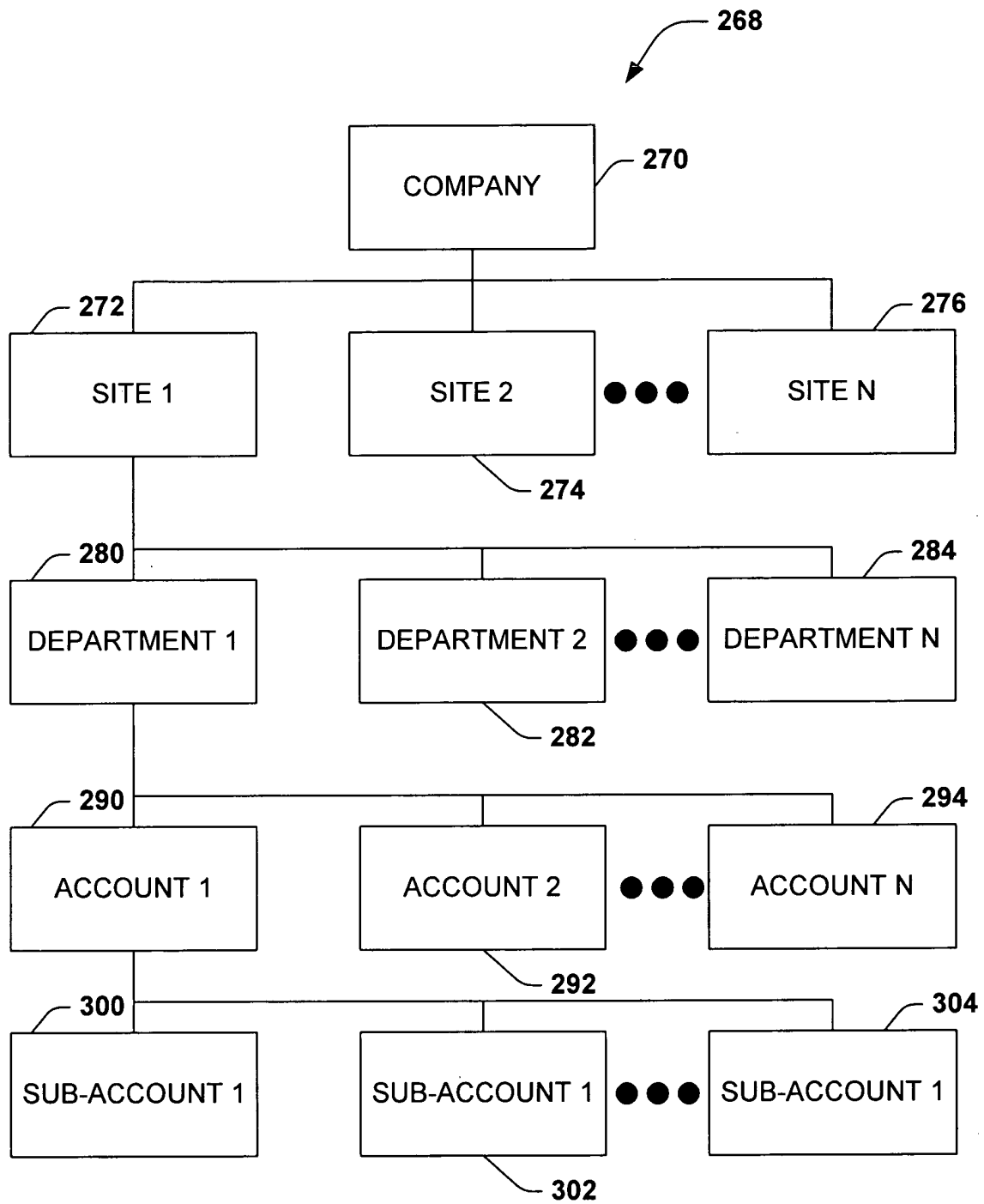


FIG. 6

310

Account Creation

Account Level:

▼

320

	312 COAID	314 Description	316 Account Level	318 Account Type	
▶	BEA	Beachwood	Site	Asset	▲ <div style="background-color: black; width: 100%; height: 150px; margin: 5px 0;"></div> ▼
	CLA	Airport	Site	Asset	
	COL	Columbus	Site	Asset	
	MAR	Marriot	Site	Revenue	
	TCS	Casa Serena	Site	Asset	
	1		Department		
	10	Rooms	Department	Revenue	
	20	Restaurant	Department	Expense	
	30	Kitchen	Department	Expense	
	1001		Account		
	3000	Transient Rooms	Account	Revenue	
	3001	Suites	Account	Expense	

311

FIG. 7

005080"E24E96D

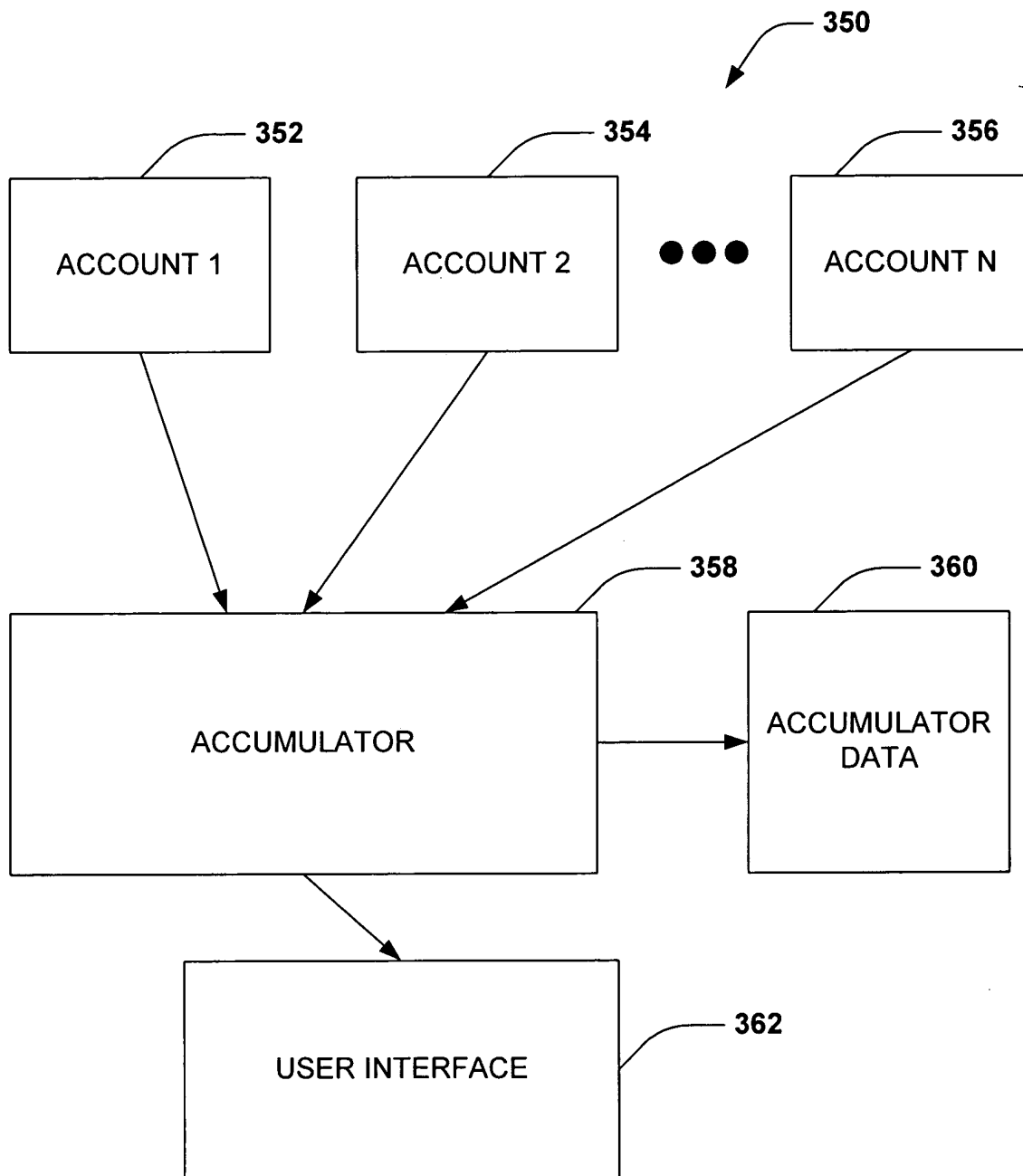


FIG. 8

370

ACCUMULATOR MANAGER

372
ACCUMULATOR NAME
374
ACCOUNT DESCRIPTION
376
ACCOUNT LEVEL

Group I

description

Site

Add 392

Delete 394

Save 396

Cancel 398

378
SEQUENCE
NUMBER
380
ACCOUNT
FROM
382
ACCOUNT
TO

27	CLA-100	CLA-100
50	CLA-10-0001	CLA-20-3000

Add 384

Delete 386

Save 388

Cancel 390

FIG. 9

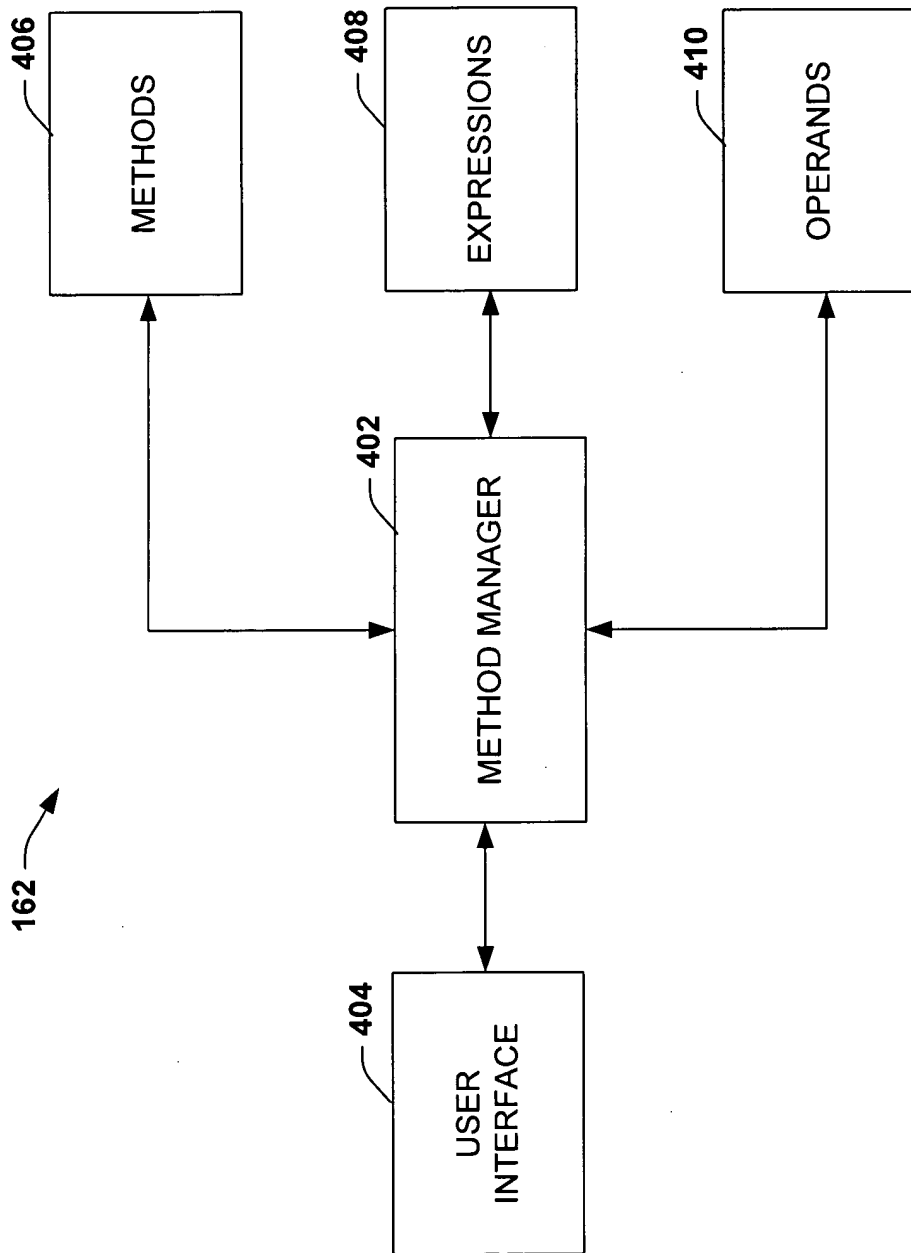


Fig. 10

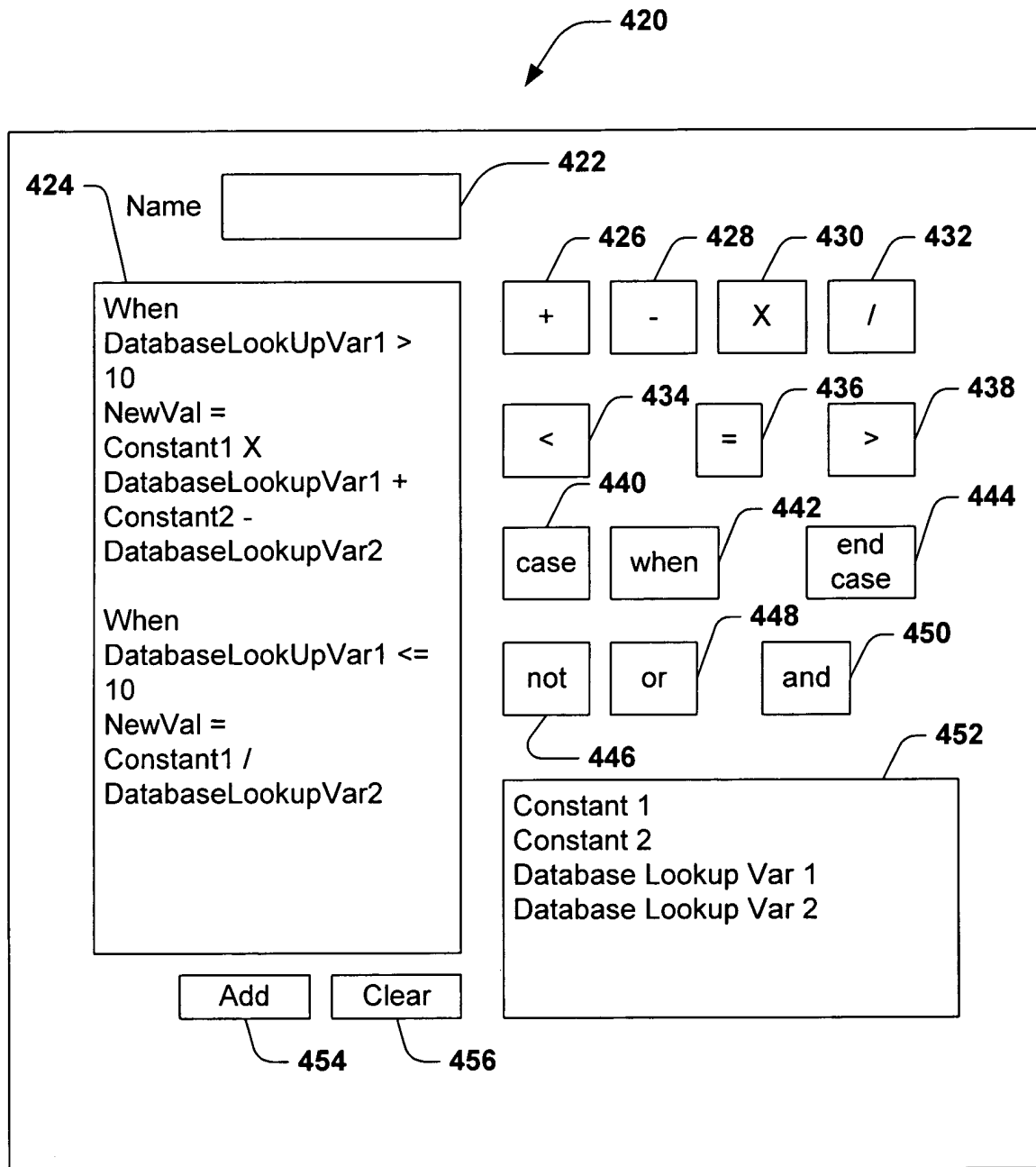


FIG. 11

Online Key Result Area Analysis - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit Discuss

Address http://hq_server2/okraa/MainPage.asp

System Administrator - Demo Site - 6/2/00 8:12:15 AM

Profiles K.R.A. Budget Processes Security Setup Reports System

Creation of Methods

Operands Expressions Methods

Operands

422

424

426

428

430

432

434

436

438

Name

Description

COA

Stat Currency

Aggregate

Type

Accumulator

Sources/Budget

Value

Available Operands

opr1 : Actual Value for all COA at Stat currency

opr2 : Actual Rooms

opr3 : Test Operand

opr4 : Test Operand

BreakfastRev : Breakfast Revenue

Covers : Breakfast Covers

HistorySoldRooms : Add total sold rooms in history

Save Remove Clear

Done Local Intranet

Fig. 11A

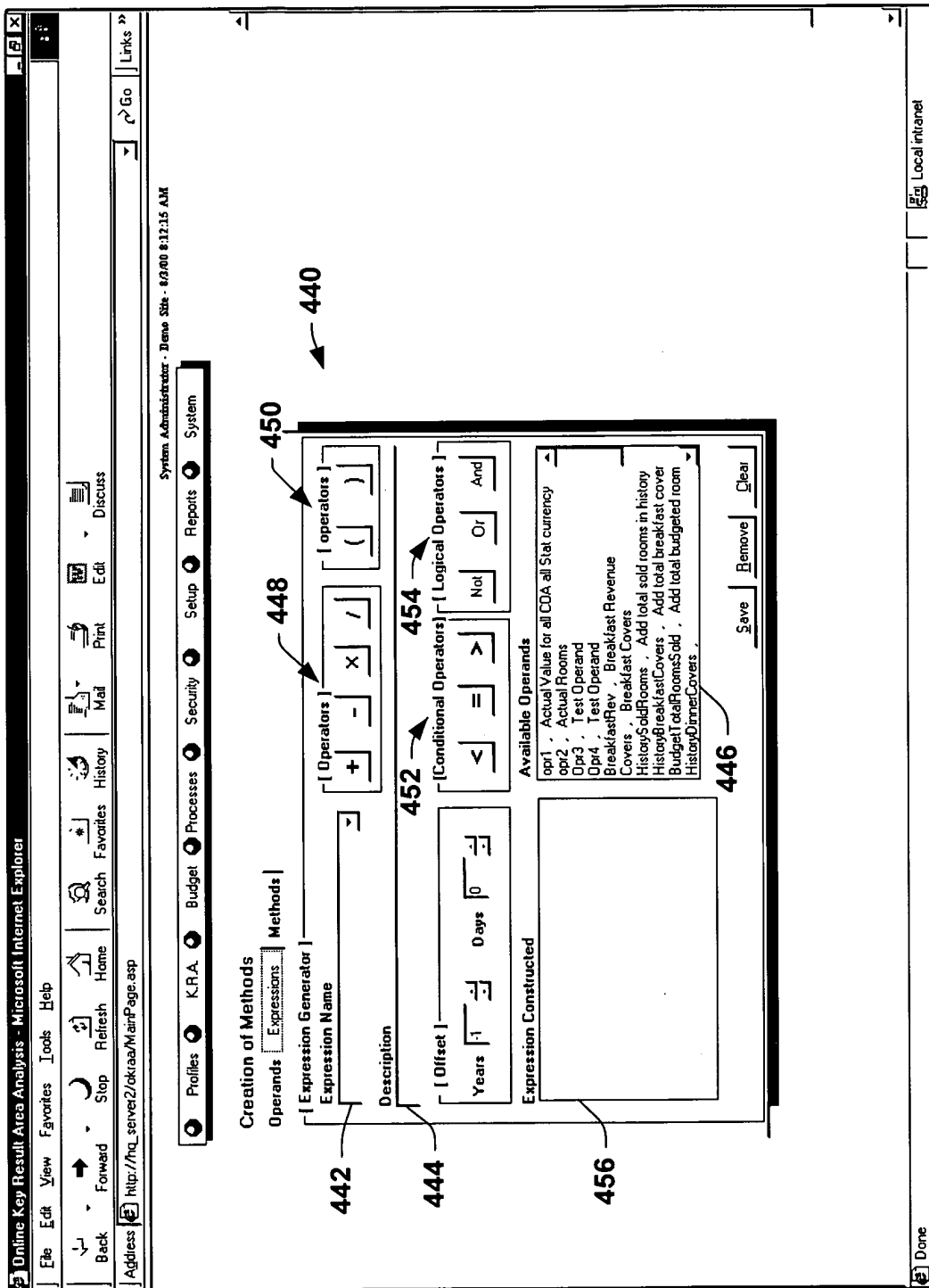


Fig. 11B

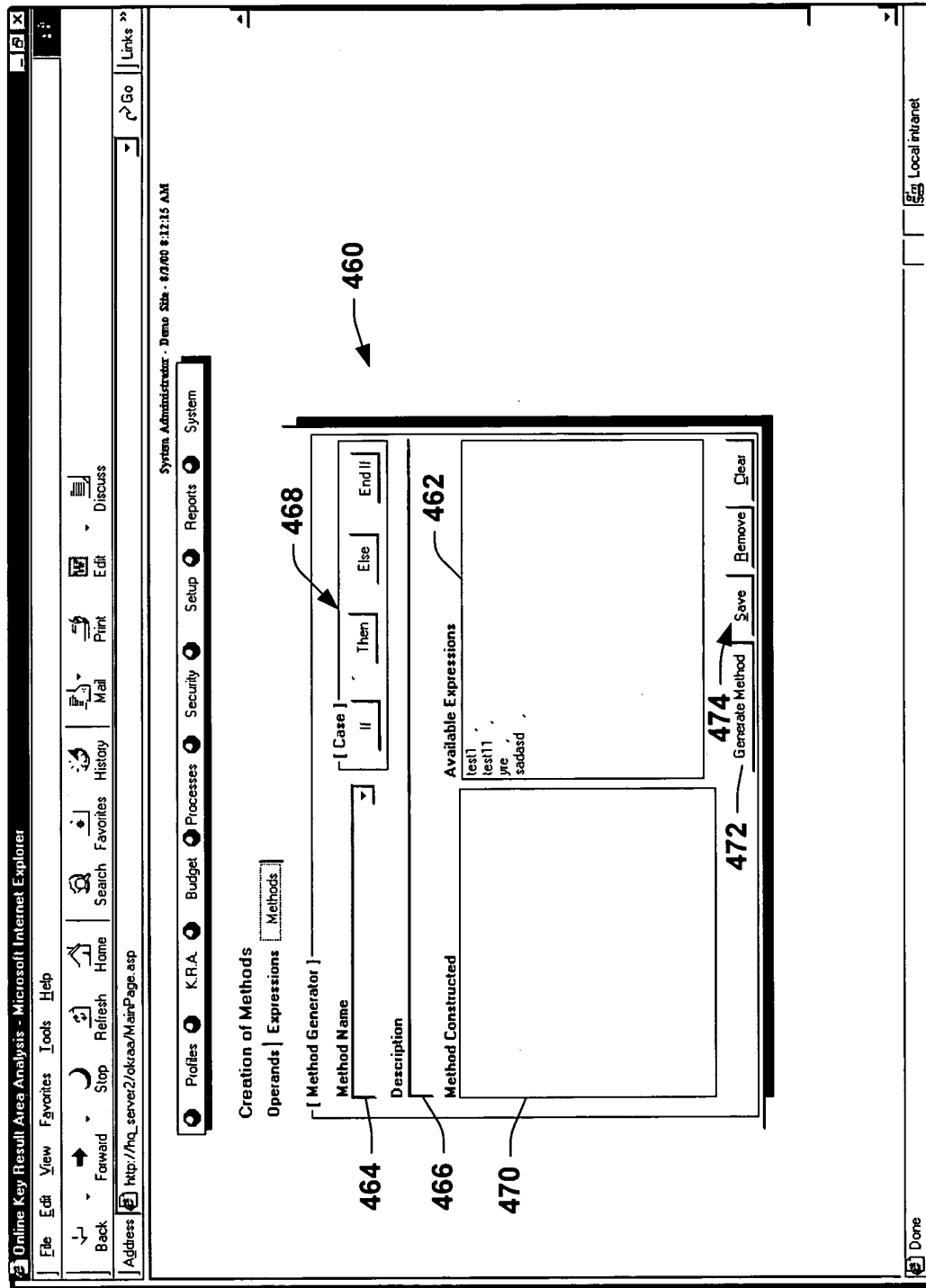


Fig. 11C

Online Key Result Area Analysis - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit Discuss

Address http://hq_server2/okraa/MainPage.asp

Go Links

System Administrator - Demo Site - 8/2/00 4:10:34 PM

Profiles KRA Budget Processes Security Setup Reports System

Association of Methods with COAID

Account From BEA-10-142-0-0

Account To BEA-10-142-0-0

Currency/Unit: USD

Methods

Method3

AvgChk

BreakfastCovers

TransRegADR

MidADRCalc

testmethod

remov9

rmroyally

usegeneratemthd

methodact

gse

method_test

Reference Methods

Default

>

<

History Methods

Default

>

<

Add

Edit

Save

Delete

Cancel

<<

<

>

>>

478

482

486

488

490

492

Done

Local intranet

Fig. 11D

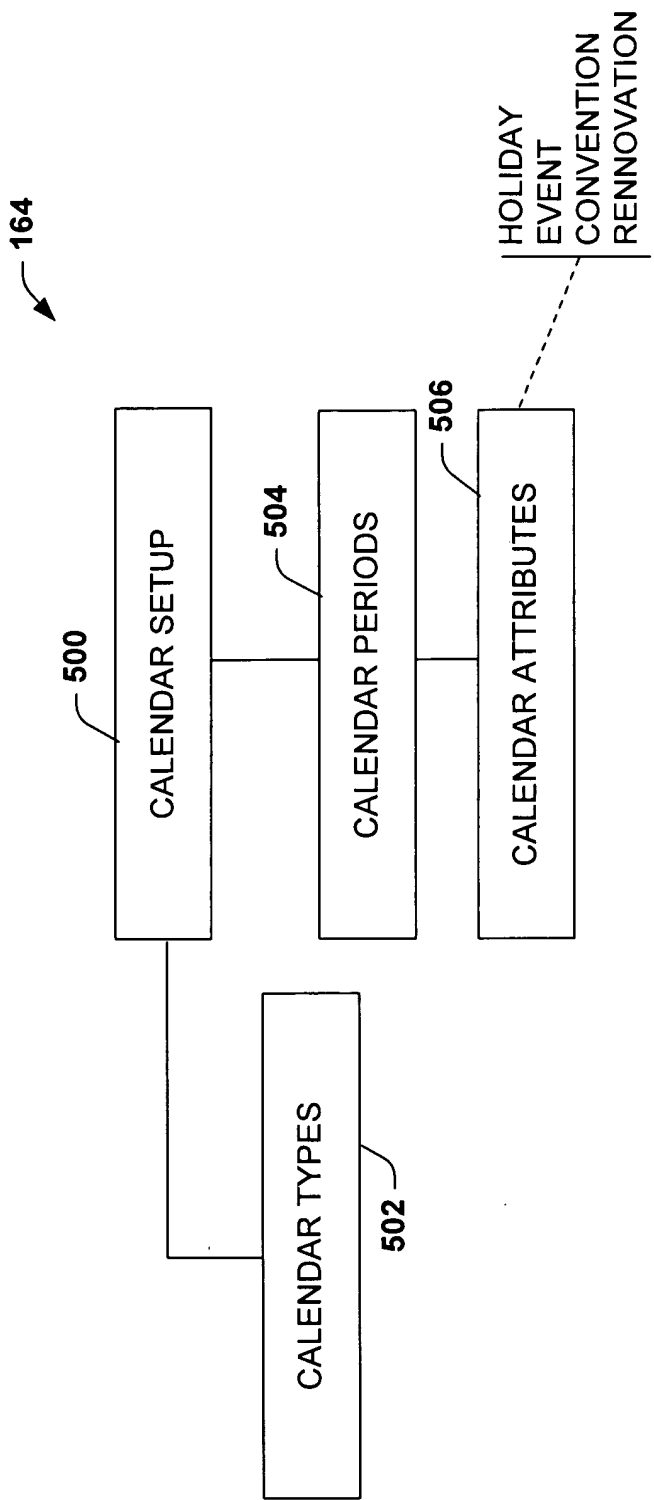


Fig. 12

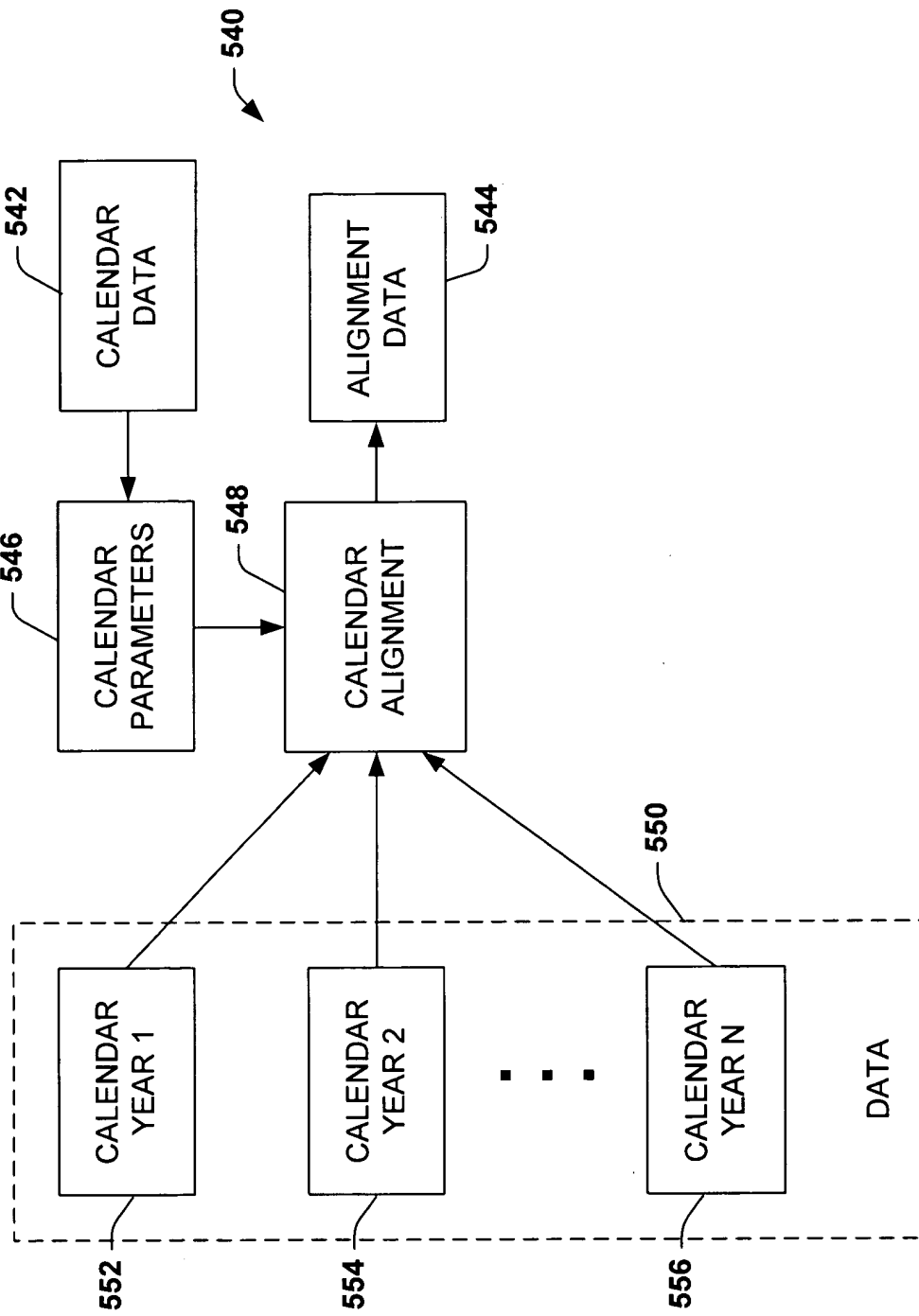


Fig.14

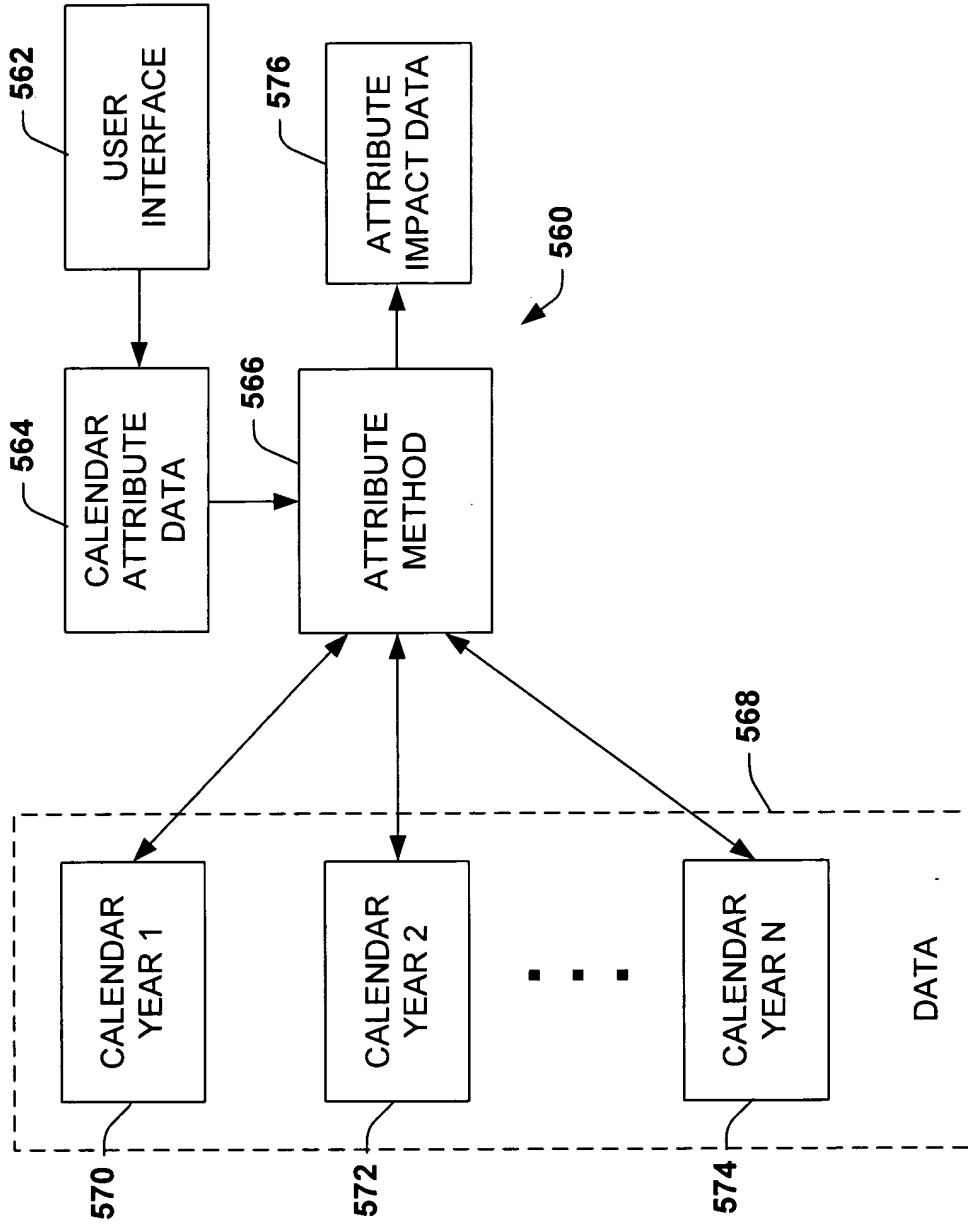


Fig. 15

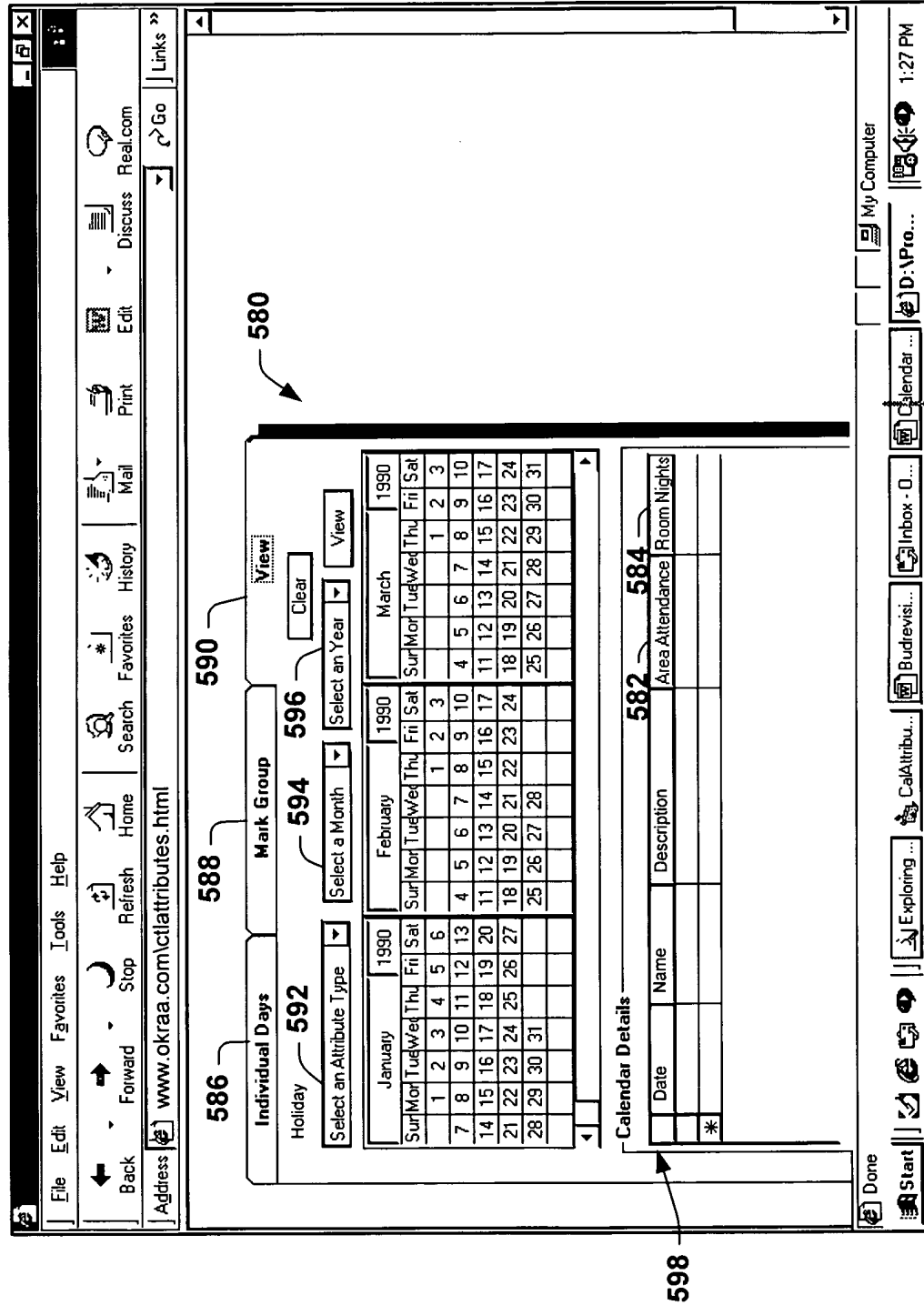


Fig. 16A

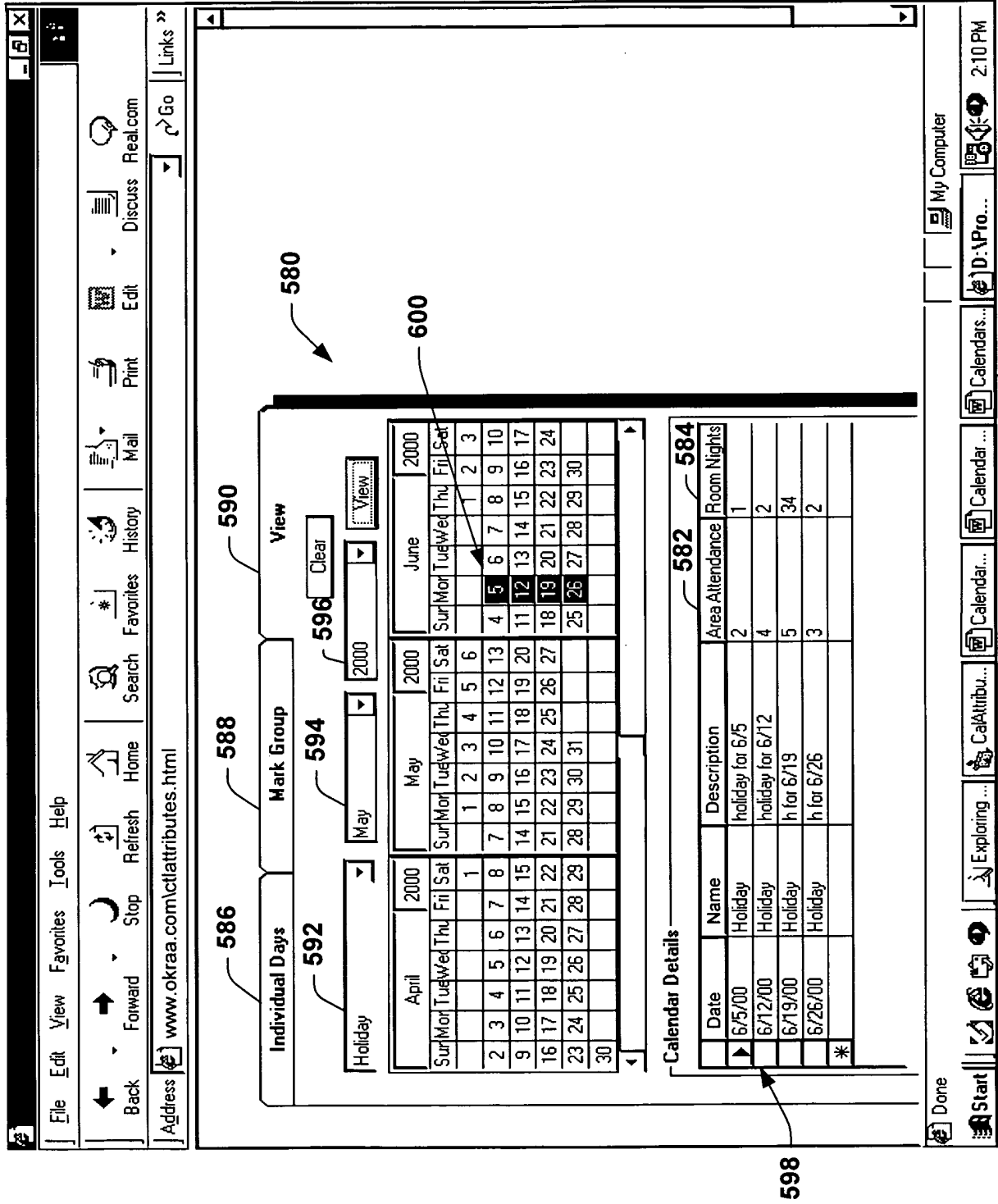


Fig. 16B

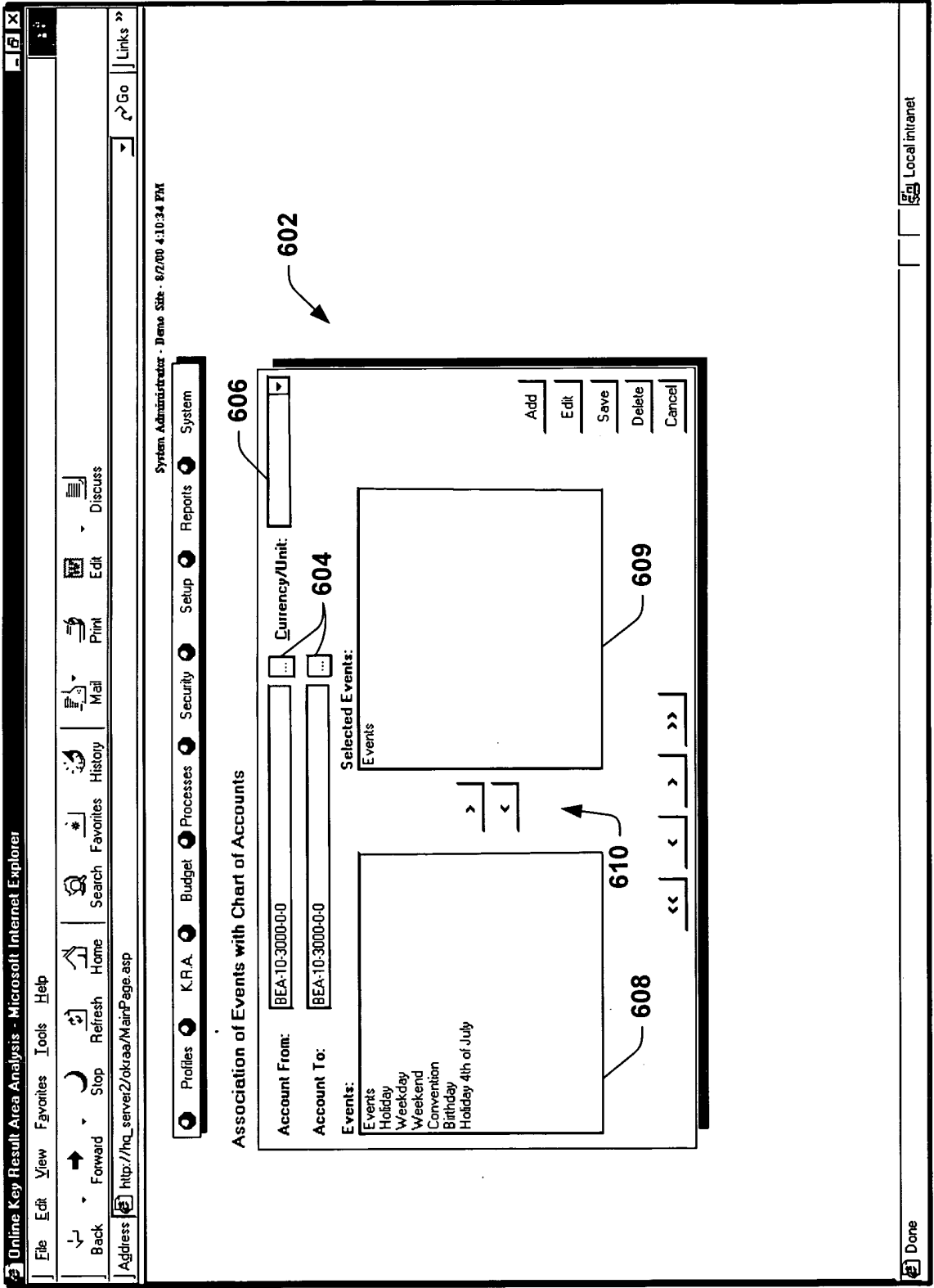


Fig. 17

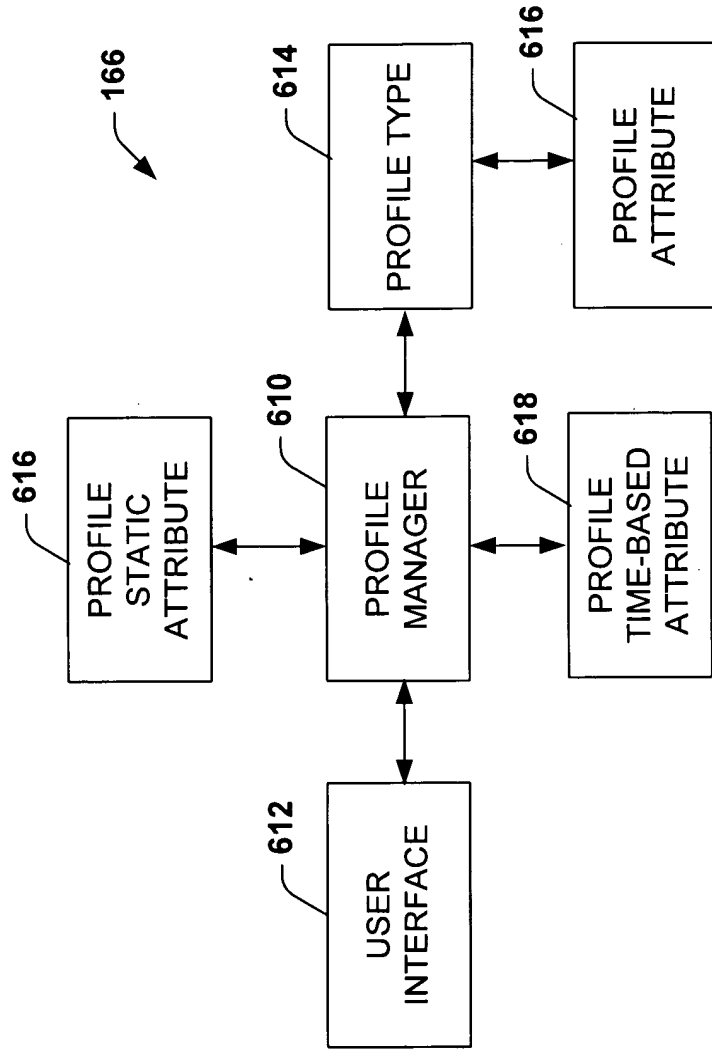


Fig. 18

Boykin Budgeting And Forecasting System - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit Discuss

Address <http://sequib/boykin/mainpage.asp> Go Links

COA Profiles KRA Budget Calendar System Help

Profile Manager

624 Profile Name: TestProfile Profile Type: Attraction 626 Distance: 100

622 ADD EDIT DELETE SAVE CANCEL

630 Profile Description: Test profile 628 From Date: MM/DD/YYYY To Date: MM/DD/YYYY

SWOT: Strength SWOT Description: Strength 632 KRAs

Attribute Name	Attribute Value
Location	
Facilities	
Distance2	

634 SAVE CANCEL

Attribute Name	Jan-2	Jan-1	Jan	Feb-2	Feb-1	Feb	Mar-2	Mar-1	Mar
Traffic									

636 All 3 years
2 years ago
1 year ago
Current year

638 SAVE CANCEL

Done Local intranet

Fig. 19A

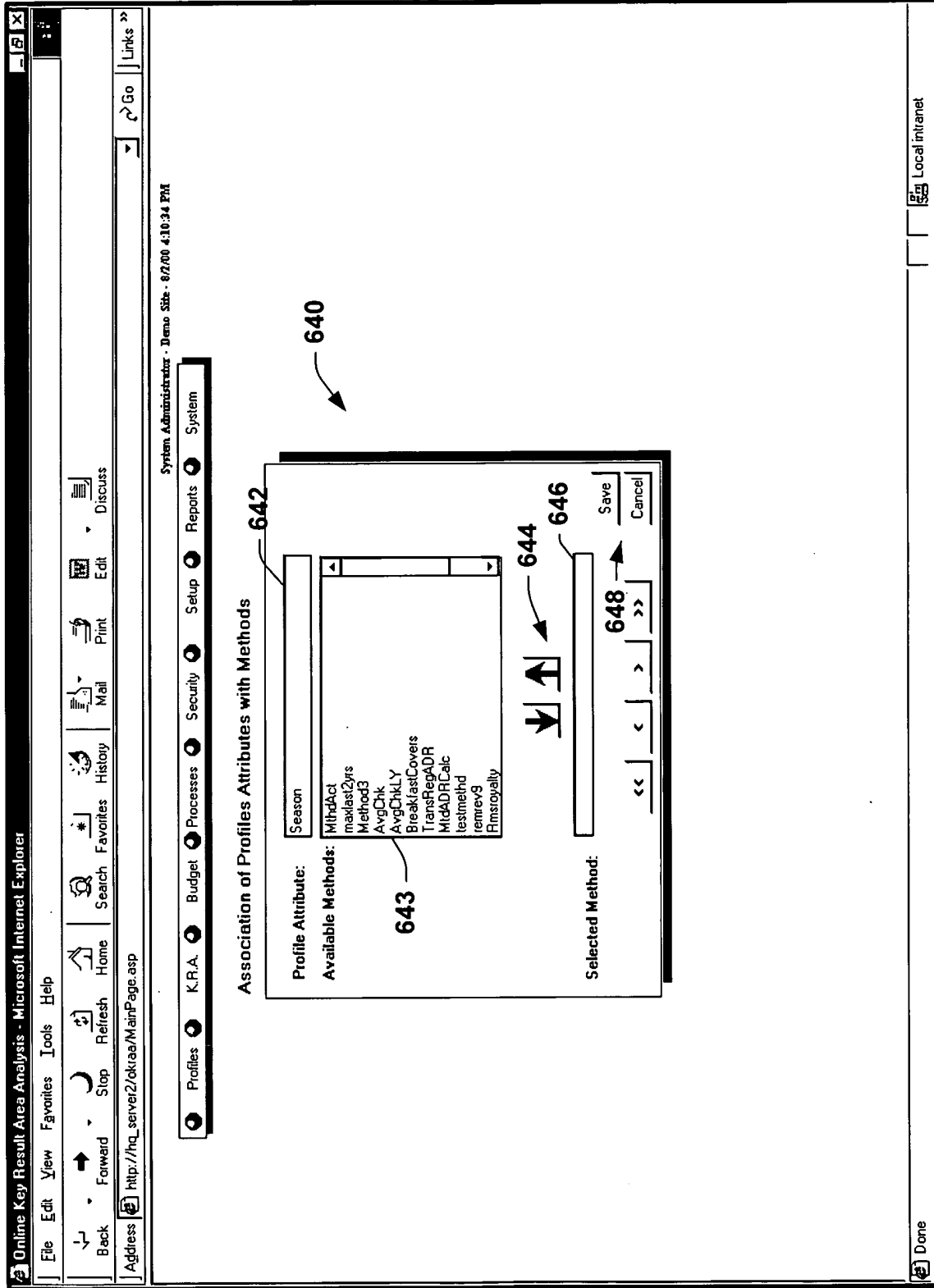


Fig. 19B

005080" E24E960

Profile Details

Profile Type Competition

Profile Name New Supply

Profile Description Hotel 1

Profile Date: mm/dd/yyyy to mm/dd/yyyy

Distance 2 Miles

SWOT T

SWOT Details Dilute Demand

652

650

	Avg. -2	Avg. -1	Avg. -0
Attributes			
Available Rooms			
Fitness Center			
Suites			
Meeting Room Sq. Ft.			
Ball Room Sq. Ft.			
Expected Occupancy			
Expected Transient Mix			
Weekday Rate			
Weekend Rate			
Opening Rate			
Season 1 Average Rate			
Season 2 Average Rate			
Season 3 Average Rate			
Season 4 Average Rate			
Location Rating			
Overall Product Rating			
Guest Room Quality Rating			
Brand Recognition Rating			
Service Quality Rating			
Meeting Room Space Rating			
Ball Room Space Rating			

654

656

658

660

FIG. 20

660

Key Result Area

662

TESTKRA1

▼

664

Profile Name

Group1

▼

666

Description:

Test KRA for Group1

668

Objective:

KRA1 Objective

674

Account From

670

From Date:

mm/dd/yyyy

676

Account to:

672

To Date:

mm/dd/yyyy

678

Accumulator:

Group1

▼

680

IMPACT

☐ Percentage

682

Method:

684

Impact %:

☒ Absolute Value

686

Impact Value

100

Add

Edit

Delete

Save

Cancel

688

<<

<

>

>>

< PROFILES

Act. Plans >

Fig. 21

690

ACTION PLAN

692

ACTION PLAN1

694

TESTKRA1

KRA Name:

696

FIRST ACTION

704

MM/DD/YYYY

From Date:

MM/DD/YYYY

To Date:

MM/DD/YYYY

Due Date:

MM/DD/YYYY

Completion Date:

710

ACTIVE

Status:

Status

Comment:

712

IMPACT TYPE

714

☒ Percentage

☐ Absolute Value

Method:

METHOD1

Impact %:

11

Impact Value:

111

716

ADD

EDIT

DELETE

SAVE

CANCEL

718

<< PROFILES

>>

>

<

720

< KRAS

Fig. 22

730

KRA/ACTION PLAN NAMES

KRA NAMES 736 732 738

KRA NAME		PROFILE TYPE
▶	TESTKRA1	▼
	TESTKRA2	
	TESTKRA3	
	TESTKRA4	

740

Add

Edit

Delete

Save

Cancel

ACTION PLAN NAMES 742 734 744

ACTION PLAN NAME		PROFILE TYPE
▶	ACTION PLAN1	▼
	ACTION PLAN2	
	ACTION PLAN3	
	ACTION PLAN4	

746

Add

Edit

Delete

Save

Cancel

Fig. 23

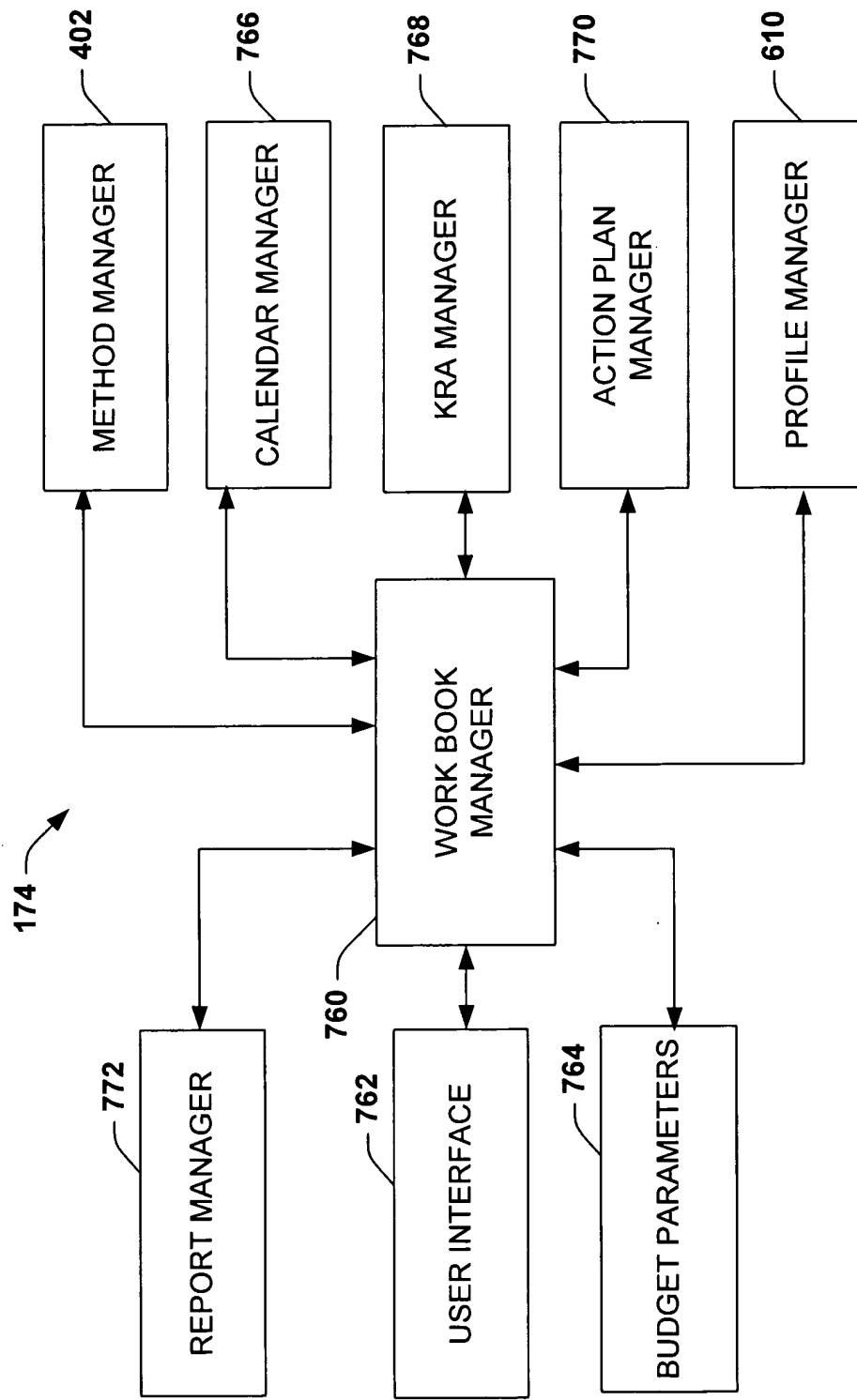


Fig. 24

[illegible]

Fig. 25A

005080" E24E960

Online Key Result Area Analysis - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit Discuss

Address http://hq_server2/oktaa/MainPage.asp

System Administrator - Demo Site - 8/3/00 8:12:15 AM

Profiles K.R.A. Budget Processes Security Reports System

Budget Workbench Budget 2000 Rev. 1

Budget / Forecast Workbench Budget / Forecast View

Budget/Forecast Workbench View 852

Source DayTrack Show

DBD View

854 856 850 858

CDA ID	Day/Date	Day/Date	Day/Date
BEA-10-3000-0-0	Tuesday 8/1/00	Tuesday 8/3/99	Tuesday
Total	0	0	0

Done Local intranet

Fig. 25B

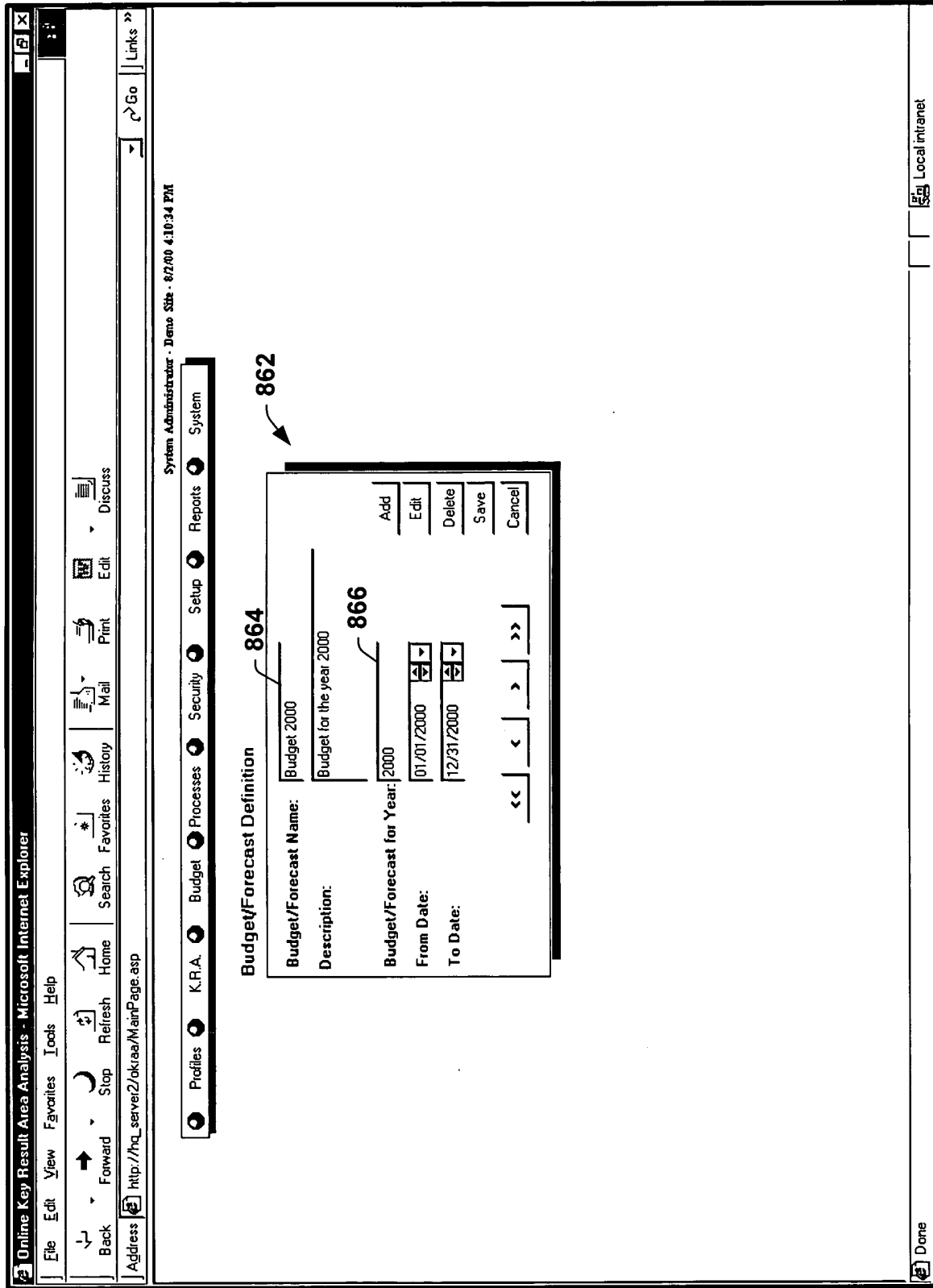


Fig. 25C

005080" 224E960

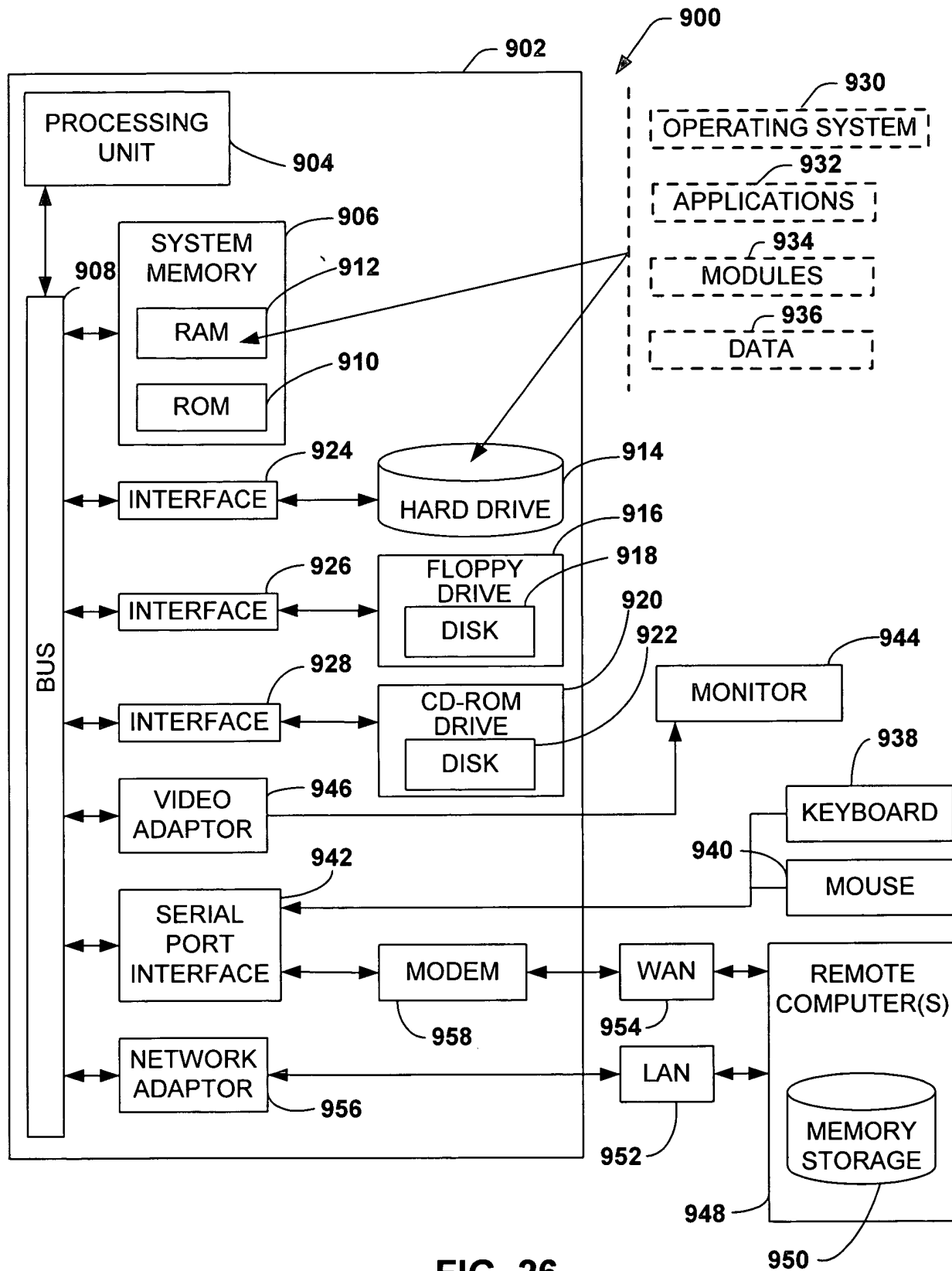


FIG. 26

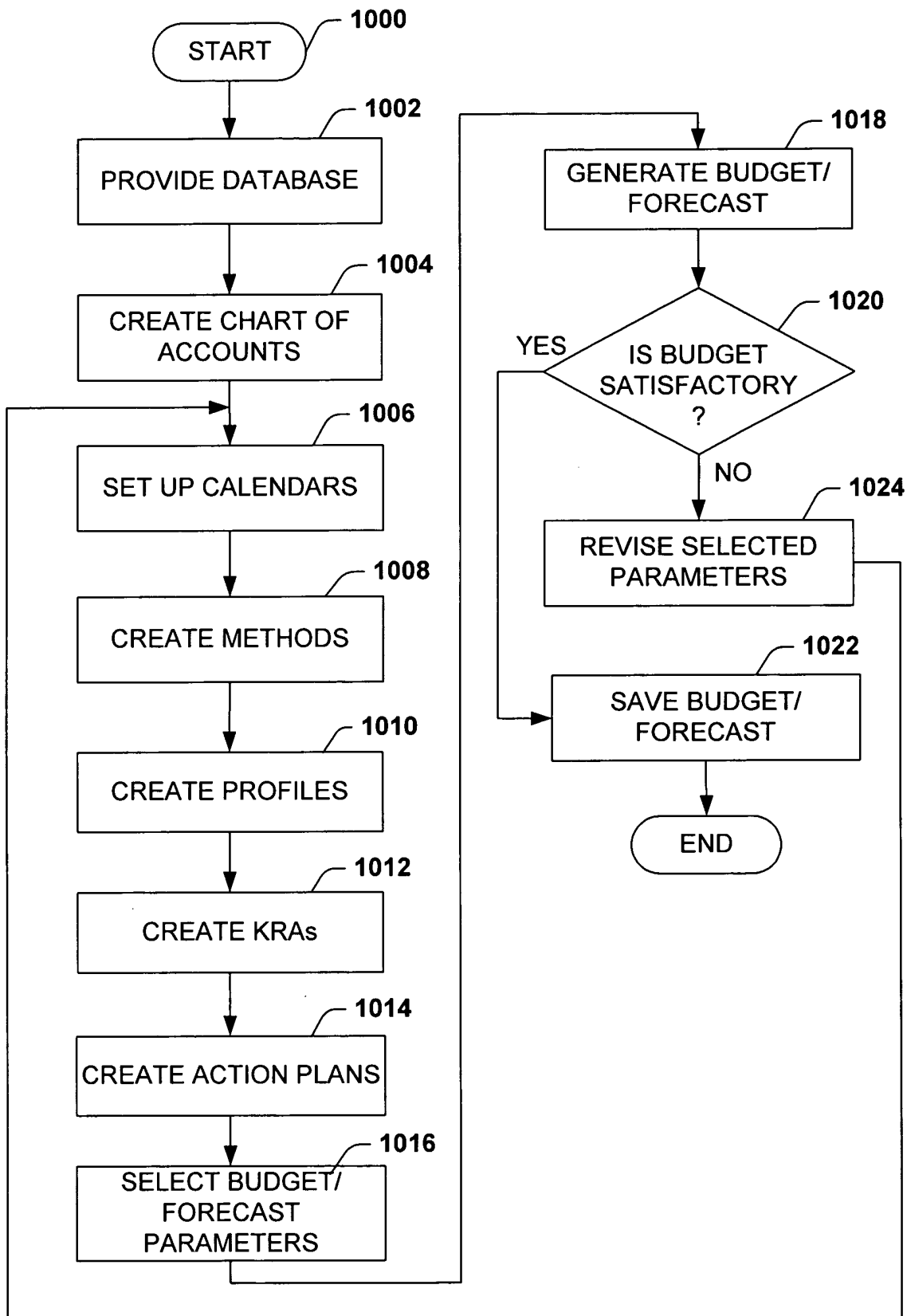


FIG. 27

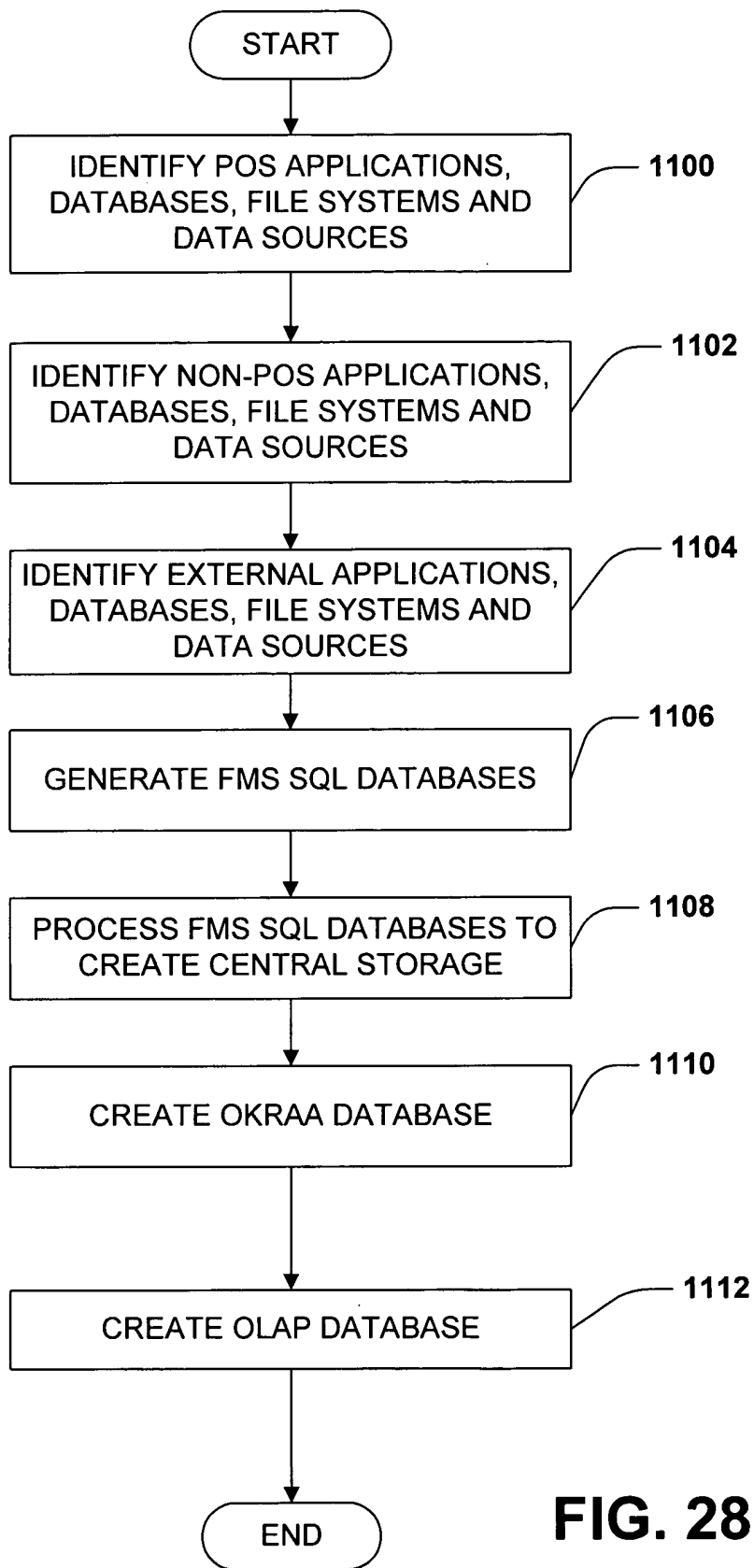


FIG. 28

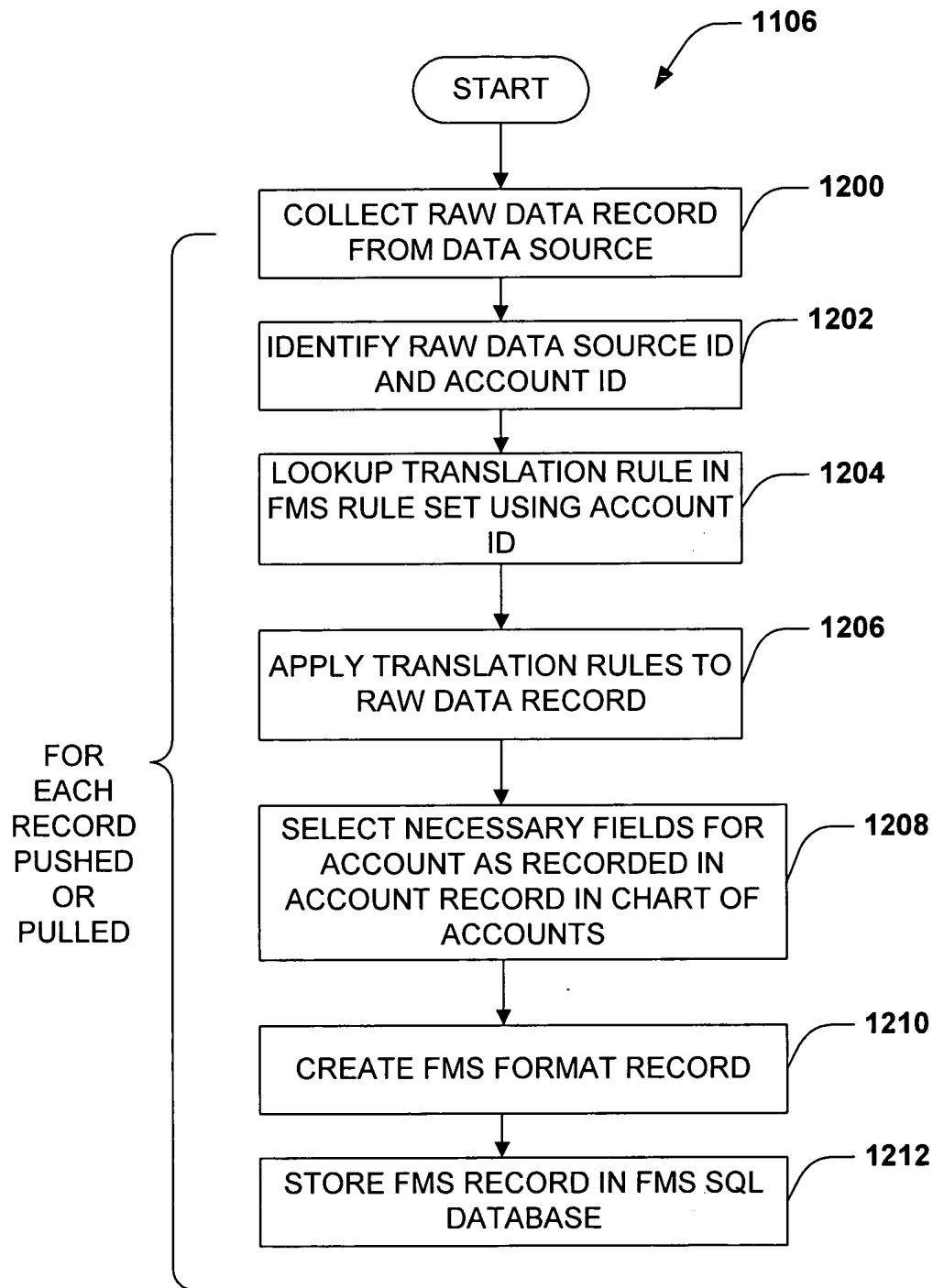


FIG. 29

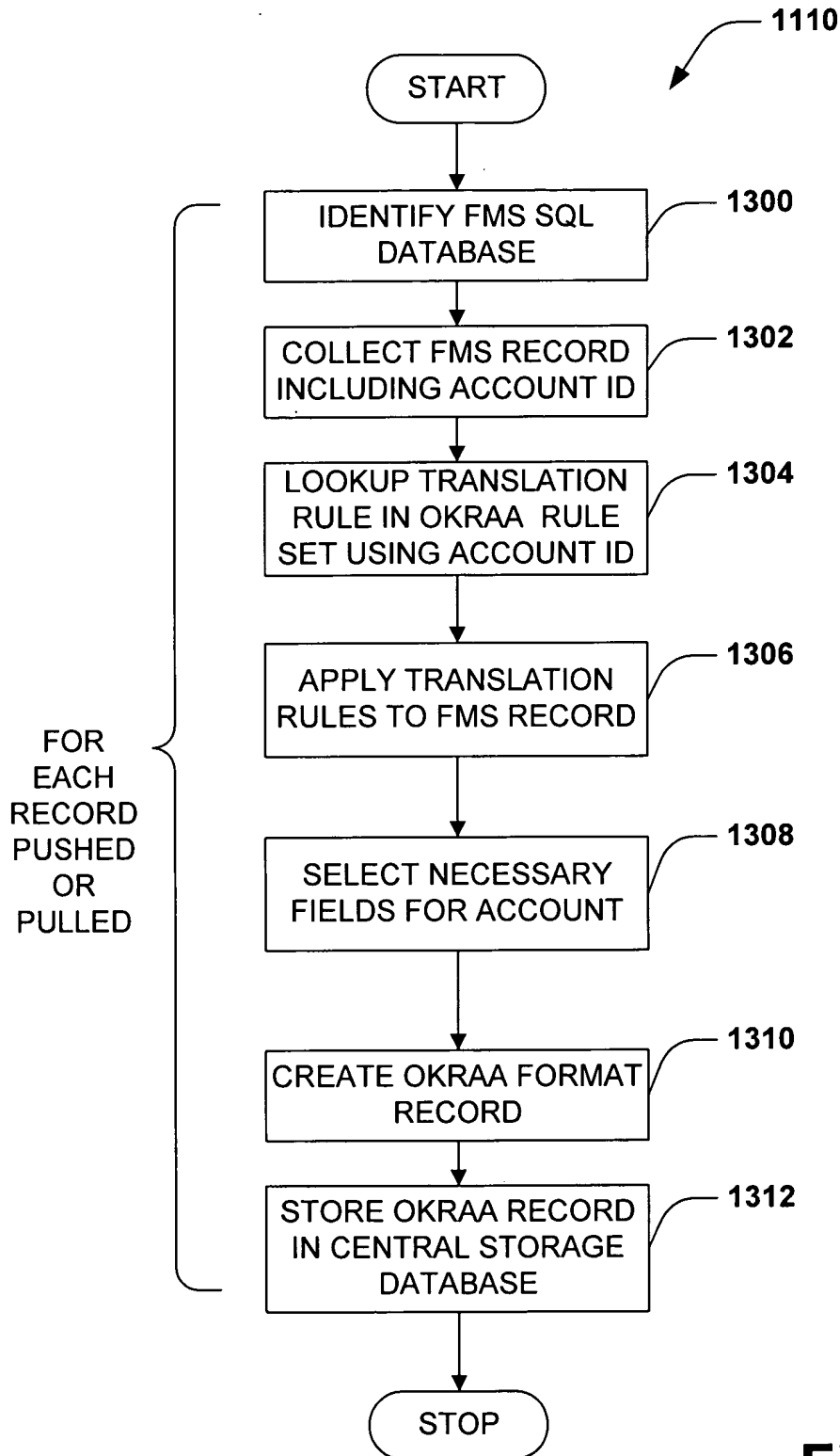


FIG. 30

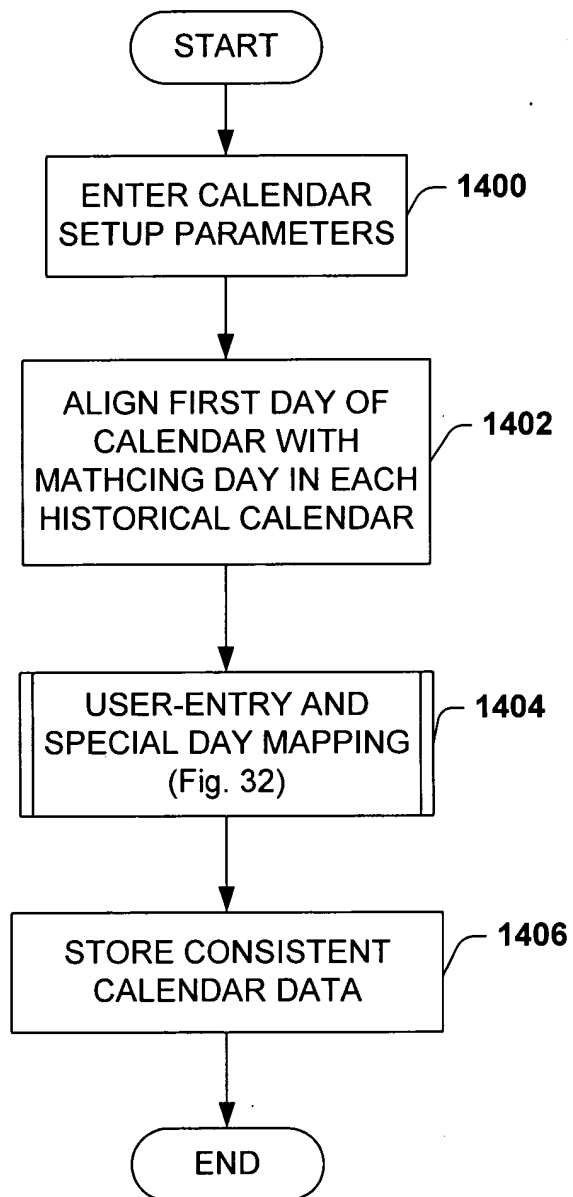


FIG. 31

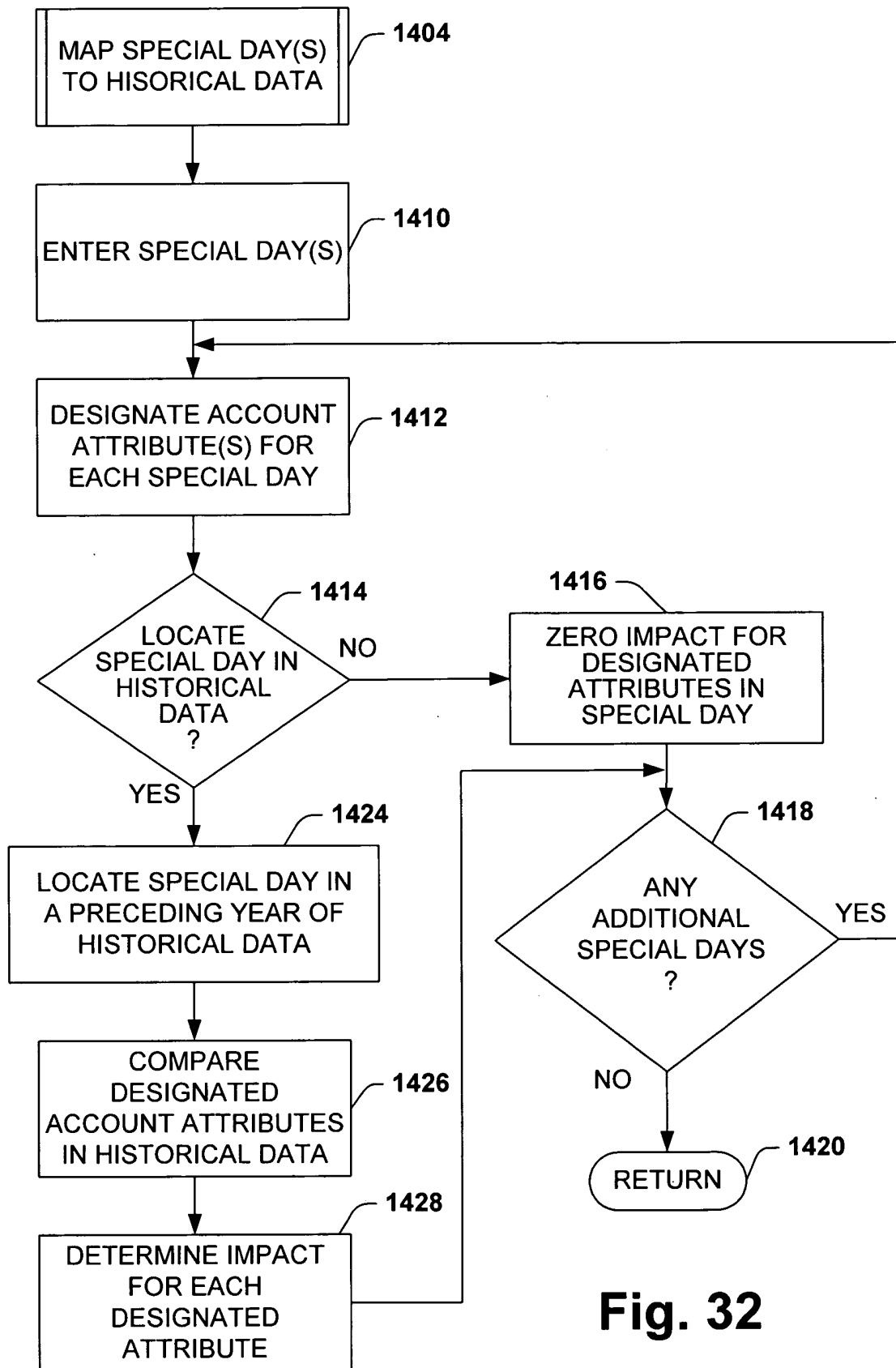


Fig. 32

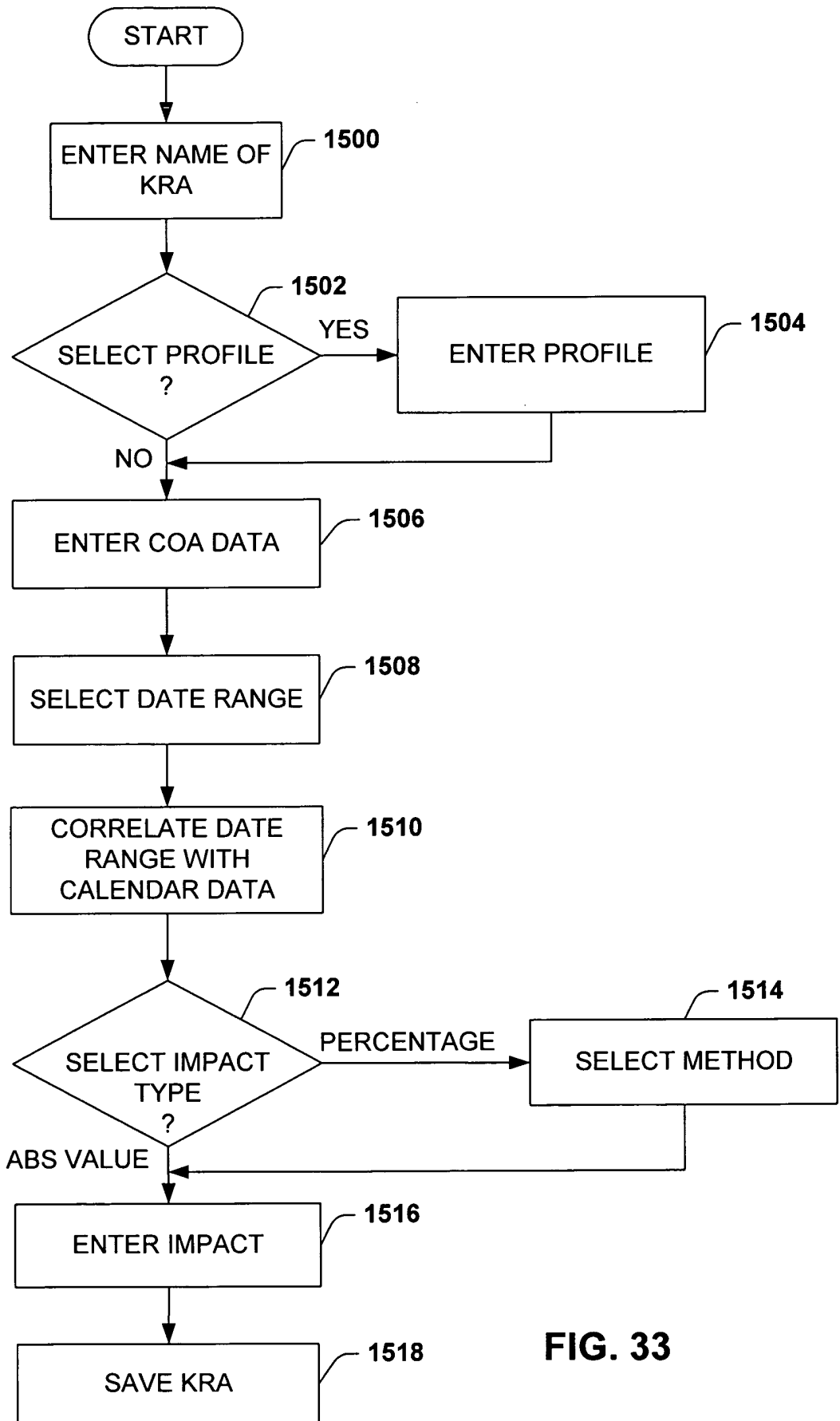


FIG. 33

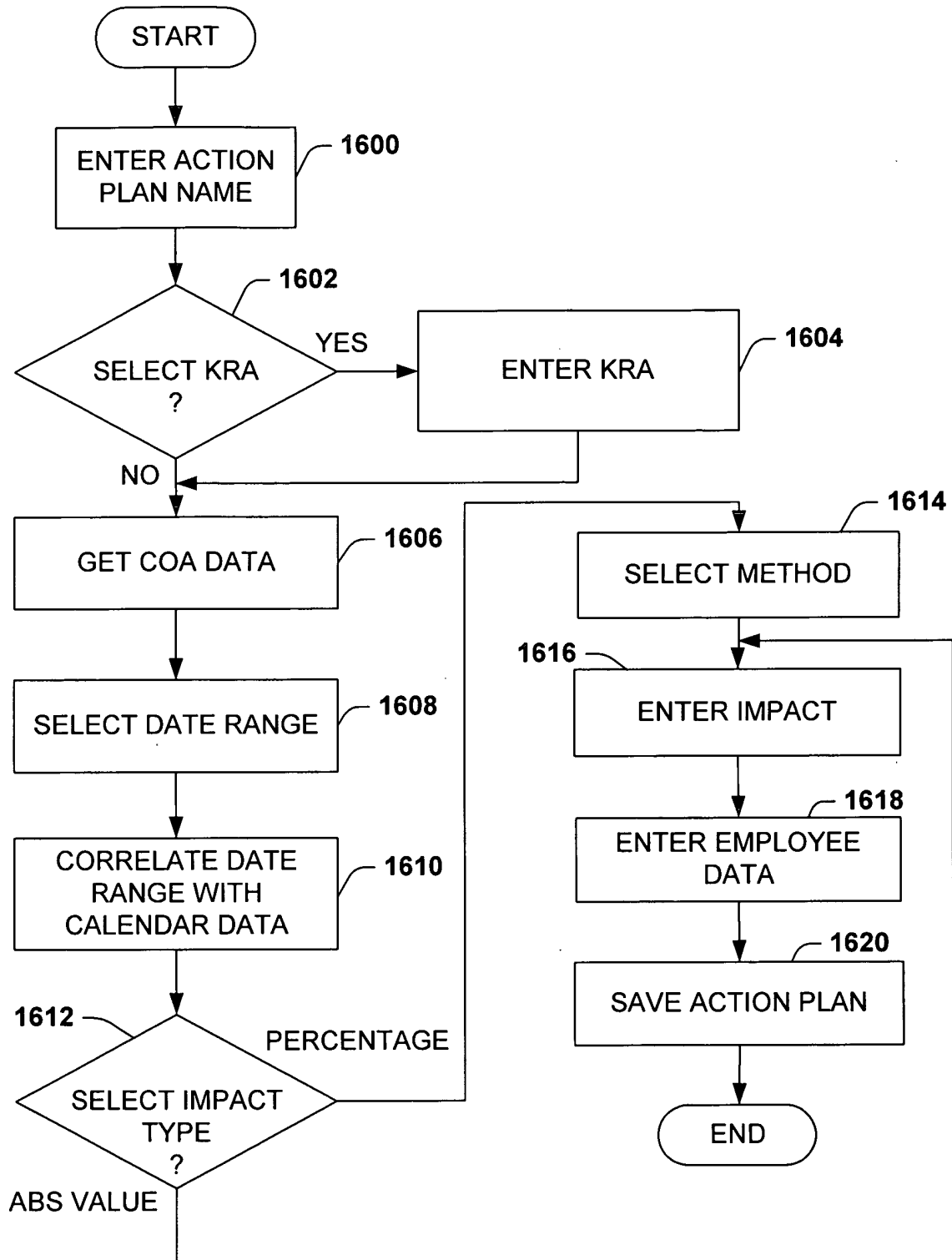


FIG. 34

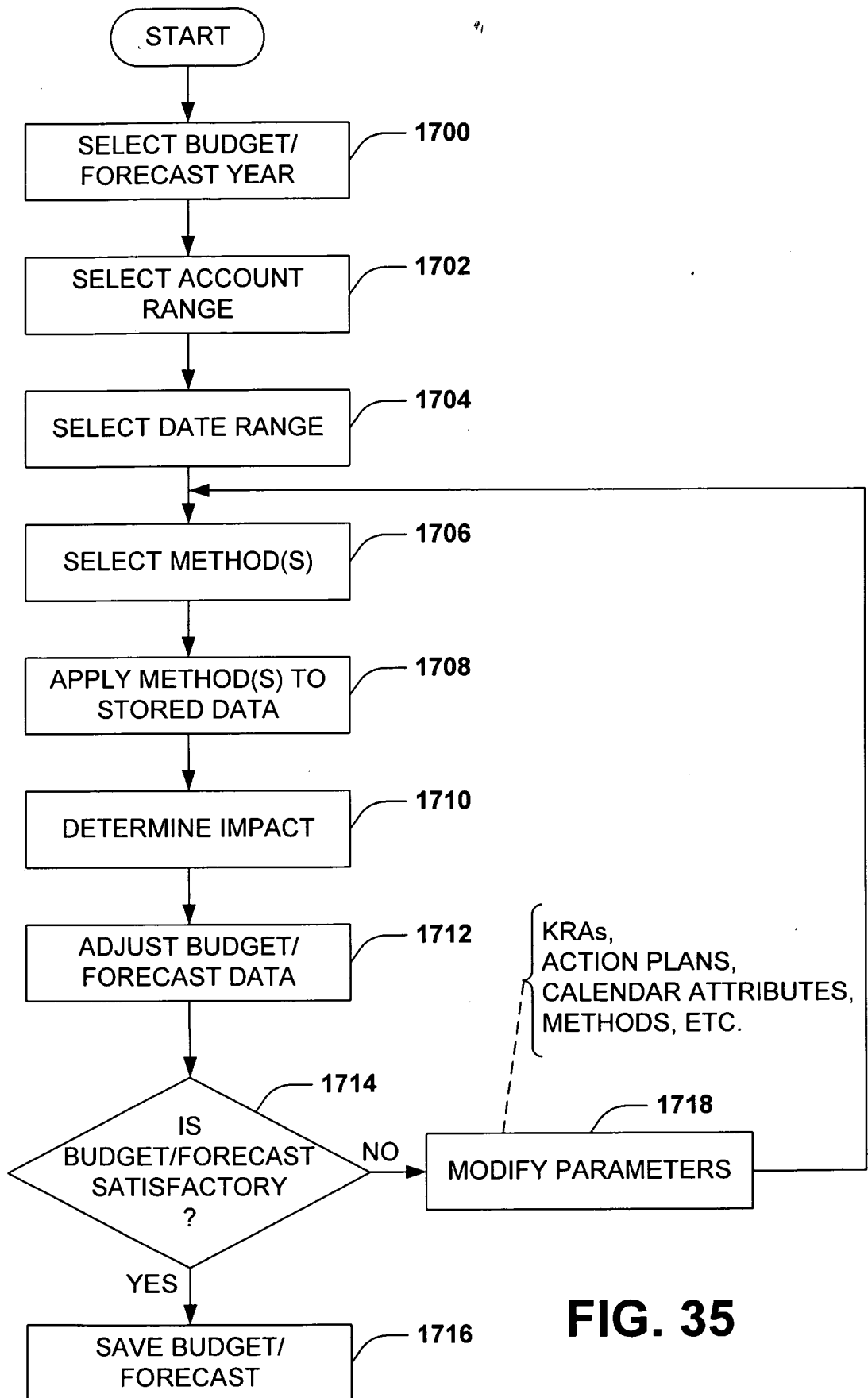


FIG. 35